A UNITED STATES DEPARTMENT OF COMMERCE PUBLICATION

International Commerce

November 10, 1969

Commerce pinpoints specific markets in 11 countries

International Trade Winds

Company News

PHARMACEUTICALS—Arthur G. McKee & Co., Cleveland, through its Rome subsidiary Compagnia Tecnica Industrie Petroli (CTIP), has received a contract from Squibb S.p.A. for a new plant to produce enzymes and antibiotics at Anagni, near Rome. CTIP, which specializes in engineering and constructing petroleum and chemical plants, will provide detailed engineering, procurement and related duties and construction supervision, while Squibb will provide process know-how and basic engineering. The planned facilities are valued at $4.8 million and are scheduled for completion in 1970.

AUTOMOTIVE PARTS—Warner Gear Division, Borg-Warner Corp., Muncie, Ind., announced a contract with Nissan Motor Co., Ltd. in Tokyo, for the supply of automatic transmissions. The gears are designed for the 1.6-liter Datsun which will be mainly exported to the U.S. and Canada. The three-speed transmissions were previously supplied from Borg-Warner's England plant.

GASES—Air Products and Chemicals Inc., Allentown, Pa., is preparing the final design for one of the largest liquefied natural gas (LNG) plants. The facilities are planned for the Sultanate of Brunei in the South Pacific by a 50/50 subsidiary company of the Royal Dutch/Shell and Mitsubishi groups. Brunei, a producer of crude oil, has not exploited its natural gas. With the completion of the on-site liquefication plant, the gases can now be transported to Japan in specially designed ocean tankers. This is the second LNG ocean transport project Air Products has been selected for.

CONSTRUCTION—Previews Inc., a New York international real estate marketing firm, has signed contracts with Hoteles Playas y Barrancos, CIA in Quito, Ecuador, to manage the development of Ecuador's first modern resort complex. The multi-million dollar project will be constructed on 2,500 acres with four miles of beach and cliff-frontage on the Bay of Ayangue. Previews Inc. will manage the resort from the initial planning stages to construction of the hotels and the retailing of individual homes, home sites and condominiums. Plans for the entire project include a fishing club, three hotels, marina, villas, parks, casinos, race track and other recreational facilities.

Newsletter

Success follows the idea whose time has come. The use of nuclear equipment by industry meets this description, Commerce Department's trade promotion specialists are now convinced. Spectacular results at the NUCLEX-69 show last month at Basel, Switzerland are the latest confirmation. Projected sales by U.S. firms of more than $63 million in the next year indicate emphatically that Europe's buyers are ready to purchase nuclear items from the U.S.

Cruising down the Rhine River booking sales along the way. That's how it was last month when another first in the Commerce Department's overseas exhibitions program was launched. A water-borne trade show, of industrial process controls and instrumentation, sailed from Karlsruhe to Rotterdam Oct. 13-25, stopping at several ports and taking orders totaling $374,080. The 29 participants estimate 12-month sales at $5 million. Of the 17 firms seeking agents or distributors, three signed agreements. Almost 3,000 visitors viewed the exhibits.

It is the turn of a U.S. financial official to lead ADELA, the multi-national private investment company operating in Latin America. He is Howard C. Petersen of Fidelity Bank, Philadelphia. ADELA is headquartered in Luxembourg, with an operating center in Lima and representative offices throughout Central and South America (and now in Washington, D.C.). It also has a branch office in Zurich. After five years, ADELA has a paid-in capital exceeding $50 million and over 200 enterprises as shareholders.

International Trade Forum, the publication of the UNCTAD/GATT International Trade Centre in Geneva that focuses on export trade opportunities in the developing nations, has been stepped up from four to six issues per year. The magazine's subscription policy follows the Centre's basic guidelines. It is free to readers in the developing nations, but costs $3 per year in the industrialized nations.

The show that outgrew its site. That's the designation for the Data Transmission Equipment show originally scheduled for the London U.S. Trade Center, but now moved to a 10,000-square-foot hall in the new Bloomsbury Center Hotel. The Jan. 19-23 exhibition now has room for 45 firms instead of 25. Market research indicates that data transmission equipment is moving at the fastest rate in the action-laden U.K. computer field.

NOTICE: This information is offered to preview or provide informally brief and varied comment on Bureau of International Commerce worldwide export and investment promotions. It is not final and does not substitute for detailed know-how and analysis in our regular news columns.

U.S. Department of Commerce

Maurice H. Stans
Secretary

Rocco C. Siciliano
Under Secretary

K. N. Davis, Jr.
Assistant Secretary for Domestic and International Business

Harold B. Scott
Director, Bureau of International Commerce

Clarence M. Zens
Managing Editor

Americo A. W. Favale
Director of Graphics

Annual subscription $20.00 ($6.25 additional for foreign mailing). Single copy 40 cents. Price of index issue varies. Domestic subscribers desiring airmail service must submit $28.00 additional for postage. Make remittance payable to the Superintendent of Documents and mail either to any U.S. Department of Commerce Field Office or to the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

All subscription inquiries and address changes should be directed to the Superintendent of Documents at the above address. This is the central distribution agency for U.S. Government periodicals.

Expressions herein from private sources are meant to stimulate thought toward the solution of problems confronting the international businessman and to provide constructive suggestions, but they are personal opinions. Contents of this publication are not copyrighted unless so indicated. Noncopyrighted materials may be reprinted freely. Mention of source will be appreciated. Use of funds for printing this publication approved by the Director of the Bureau of the Budget on June 17, 1966.

in this issue

The Bureau of International Commerce has adopted the colorful design on the cover of this week's issue as a symbol of its increased efforts to draw more U.S. businessmen into more markets abroad. Story of one such effort appears on page 2.

November 10, 1969

Volume 75
Number 45

International Commerce

Published weekly by the
BUREAU OF INTERNATIONAL COMMERCE

Commerce Sponsors 'Go Global' Conference 2
More than 1,000 manufacturers in nearby area invited to Philadelphia Dec. 2 to hear about opportunities abroad.

Ohio Company Wins Export Citation 3
Nordson Corp. awarded President's "E" for continued increased sales abroad of paint spray and adhesive applicator equipment

Import Tariff Systems Worldwide Summarized 4
Classification system, range of duties, special features, Kennedy Round participation given for more than 140 countries

Major Trade Actions During October Outlined 16
Congressional considerations, Tariff Commission hearings, Bureau of Customs rulings, other moves included in monthly summary

U.S. Display in Japan Ends With $10 Million Prediction 21
Commerce-sponsored electronics production equipment exhibition in Osaka show nets $1.6 million in confirmed sales

Indonesian Economic Gains Continue 24
Inflationary pressures contained, retail prices and exchange rates relatively stable; aid helps U.S. remain top supplier

MISCELLANEOUS—Secretary Stans names four new members to NEEC 2
TRADE FAIRS AND CENTERS—Frankfurt exhibition reports 800 visitors 19
Stockholm Trade Center record for signed agents set during September show 20
WORLDWIDE BUSINESS OUTLOOK—IDA credits aid Indonesia, Ethiopia 26
Austria's continuing progress increases needs for variety of imports 27
Acrylic fiber facilities being constructed in Peru by foreign investors 27
Slow start, political disruption show little effect on Panama's economy 28
Investment climate in Paraguay remains good as economy remains stable 30
FOREIGN GOVERNMENT ACTIONS—New plan announced by Swaziland 33
Ivory Coast opens investment and trade promotion office in New York 34
U.S. GOVERNMENT ACTIONS—German trader loses U.S. export privileges 35
U.S. support of proposed world patent treaty reiterated by commissioner 35
INVESTMENTS, LICENSING OPPORTUNITIES—Opportunities in three nations 36
American investors invited to investigate Malaysia as site for electronics plant 37
NEW BOOKS AND REPORTS—International development unit reports 44

Commerce market research to help Philadelphia area firms discover sales openings in 11 foreign nations

Department invites more than 1,000 manufacturers to Dec. 2 conference; information deals with 21 industrial categories

The U.S. Department of Commerce is inviting more than 1,000 manufacturers in Eastern Pennsylvania, Delaware and Southern New Jersey to an international marketing conference in Philadelphia Dec. 2 to tell them about foreign sales opportunities for specific products in specific countries.

Numerous products having immediate export sales promise have been identified by overseas market research conducted as a part of the Department's export expansion program and published as a part of its International Marketing Information Service. Published in the series, *World Markets for U.S. Exports,* current research reports cover the sales outlook for 21 industrial categories in one or more of 11 foreign countries. Invitations to the conference are being mailed to producers of these products in the area of the Department's Philadelphia Field Office.

The conference, featuring a luncheon address by Robert McLellan, Deputy Assistant Secretary of Commerce for Business Development, will open at 9:30 a.m. in the Bellevue-Stratford Hotel in Philadelphia. It will center on ways in which prospective exporters can use Commerce Department services to identify, reach and sell in foreign markets.

Immediate profit potential

"This is a special meeting for area manufacturers of product lines known to have immediate and near-term sales and profit potential in foreign markets," said Henry J. Dempsey, Director of the Department's Philadelphia Field Office. "The Department has gathered a substantial amount of pin-pointed information about overseas demand for these products, and we want to share it with alert, aggressive producers desiring to sharpen their marketing strategy and increase their sales."

Lewis S. Somers, III, President of Extracorporeal Medical Specialties, Inc., of Mt. Laurel Township, N.J., will present a case history of a successful export venture.

Representatives of three firms that serve exporters will take part in a panel on "How to Get into Exporting." They are D. Britton Faunce, Vice President, John H. Faunce Philadelphia, Inc., freight forwarders; Raymond G. Kasten, Vice President, The Girard Trust Bank; and Marcy F. Roderick, President, Safeguard International, Inc., combination export managers, Upper Darby, Penna.

A panel of officials from the Washington offices of the Department of Commerce will outline the broad range of services which the Department makes available to exporters.

All agenda participants, Government and business, will be available for individual consultation following the luncheon.

Market survey reports published in the *World Markets for U.S. Exports* series cover sales possibilities for adhesives and bonding equipment; agricultural machinery and related products; air conditioning and refrigeration equipment; bakery and related packaging equipment; chemical and petrochemical processing items; construction equipment; electronic data processing equipment; production equipment for the electronics industry; food processing and packaging equipment; gas distribution and utilization equipment; instrumentation; laundry and dry cleaning equipment; materials testing equipment; mechanical transmission equipment; metal casting equipment; microfilm and reprographic equipment; pollution control equipment; power-driven hand tools; pumping equipment and parts; toys and games.

The markets covered by these reports are in Italy, Sweden, Germany, Brazil, Belgium, France, Netherlands, Switzerland, United Kingdom, Mexico and Japan.

Sec. Stans names four new NEEC members

Businessmen from Chicago, Phoenix, New York and Baltimore join group

Secretary of Commerce Maurice H. Stans has appointed four business and professional leaders to the National Export Expansion Council, the non-partisan group that advises him on U.S. export promotion.

The new members are Kenneth P. Kinney, Chicago, President of the Bankers' Association for Foreign Trade, (BAFT); James M. Leinenkugel, Phoenix, Ariz., Vice President and Manager, International Dept., The Arizona Bank; F. Perry Wilson, New York, President and Director, Union Carbide Corp., and Gerald S. Wise, Baltimore, Md., a retired Sears, Roebuck and Co. executive.

Will serve two years

Appointments are for two-year terms, except for association heads, who serve only during their term as president. Carl A. Gerstacker, Chairman of the Board of the Dow Chemical Co., Midland, Mich., is Council Chairman.

Kinney is Vice President of Chicago's International Banking Department of the Northern Trust Co. He is a director of the Chicago Council on Foreign Relations and a member of the Advisory Committee of the Export-Import Bank and the Midwest Advisory Board of the Institute of International Education. The Bankers' Association for Foreign Trade is composed of representatives of U.S. banks engaged in handling and financing foreign trade.

Leinenkugel heads the Arizona Regional Export Expansion Council. Before joining The Arizona Bank in 1963, he was with companies in Mexico, Venezuela and Wisconsin. He is past president and a director of the Arizona World Trade Association and a member of the Western International Trade Group.

Wilson joined Union Carbide in 1941 and was elected president and a director in June. He has served as president of the plastics group of Union Carbide Canada Ltd., a vice-president of Union Carbide Canada Ltd., and as group vice-president with responsibility in the areas of chemicals and plastics.

Wise heads the Maryland Regional Export Expansion Council. He joined Sears, Roebuck in 1938 and was in charge of the company's facilities in the Baltimore area until he retired in 1966. He is past president of the Baltimore Association of Commerce, in which he has been active for more than 28 years.

Nordson Corp. wins President's export citation

Ohio firm makes paint spray, adhesive applicator equipment

NORDSON EMPLOYEES and their families on a tour of plant facilities during "E" award celebrations.

The Nordson Corporation of Amherst, Ohio, has received the President's "E" award for continued increased export sales of its paint spray and adhesive applicator equipment.

Acceptance of products in both the domestic and international markets has enabled Nordson to grow in the past 15 years from a firm of 250 employees to a manufacturing and marketing organization with a roster of almost 600 and annual sales of more than $14 million.

Nordson is a supplier of airless and airless electrostatic spray equipment, widely used in product finishing and general painting operations. The firm is also a major supplier of adhesive applicator systems, used in packaging and product assembly fastening applications.

Exports have increased apace with domestic sales, accounting for almost one-fifth of Nordson's business volume in 1969 according to the company's officials. Management attributes the firm's acceptance in foreign countries to the offering of superior products through competent sales organizations and service by capable and conscientious technical personnel.

The company provides full assistance for administrative, sales and technical personnel in sales subsidiaries and distributor organizations outside the United States. Training seminars are supervised by personnel from Nordson headquarters, and foreign nationals are brought to the U.S. for intensive training in Nordson product technology and management methods.

A system of subsidiary sales companies and full line distributors puts Nordson spray and adhesive applicator equipment within reach of industrial users in all parts of the world. Sales companies are situated in Canada, Mexico, Belgium, West Germany, the Netherlands and Japan. Equipment sales and service are provided by Nordson distributors in the United Kingdom, Sweden, Denmark, France, Italy, Finland, Norway and Australia.

The company considers the developed countries of the world to be its market and indicates that Nordson products will be designed and offered to meet the needs of this market. It believes the availability of Nordson equipment for key operations in product assembly, product finishing and product packaging, combined with assurance of after-sale service and locally stocked spare parts, will greatly enhance its export potential in years to come.

Marketing studies by the firm indicate that in seven to ten years, over 50% of Nordson's total revenues and just under 50% of operation profits may be derived from operations abroad. About 80% of foreign revenues would come from export sales and 20% from repatriation of profits through dividends and from license fees.

EXAMINING OPERATION of hot metal adhesive applicator are (l. to r.) James T. Lynn, general counsel, U.S. Department of Commerce; Charles B. Stebbins, director, Commerce Cleveland Field Office; Evan Nord, vice president manufacturing; Eric Nord, president. Right, in flag raising ceremonies, in Amherst, Ohio, Clemens J. von Koschembahr, international trade specialist, Commerce Field Office; Evan Nord; Kenneth H. Daly, executive vice president, Nordson.

How the world imports

Country-by-country summaries of more than 140 tariff systems worldwide in annual listing

Prepared by the Office of International Regional Economics

This guide summarizes more than 140 import tariff systems employed throughout the world, providing coverage for almost all countries other than those whose foreign trade is conducted exclusively by government monopoly. The countries in this guide are arranged alphabetically within five regional groupings: Europe, Western Hemisphere, Africa, Far East-Oceania, and Near East-South Asia. Each country listing summarizes the following information:

Classification System. Countries adhering to one of the two standardized classification systems are so labeled immediately following the name of the country—by the designation "BTN" (Brussels Tariff Nomenclature) or by the designation "SITC" (U.N. Standard International Trade Classification). If neither designation appears immediately following the name of the country, the country has its own system of classification. The most significant U.S. trading partner falling into this category is Canada.

Range of Duties. The range of duties is indicated either by percentage approximations or by relative designations, such as "high" or "moderate". Where additional generalizations may be drawn, a distinction is made between the tariffs applying to capital goods and those applying to consumer goods. It must be remembered that these ranges are only approximations, and that a particular item may fall high or low in the range.

Preferential Tariffs. For countries having preferential tariff systems, i.e., systems applying lower tariffs to imports from specified countries, a generalization of the scope of the preference is indicated. Examples of countries having preferential tariff systems are the EEC countries, the EFTA countries, CACM, LAFTA, and the British Commonwealth.

Special Features. A notation is made of any unusual aspects of a country's tariff system that are of importance, such as high internal taxes, special duty-free treatment, and similar topics.

Kennedy Round. A notation is made for each country that participated in the Kennedy Round of tariff negotiations, along with an indication of the scope of the tariff reductions that it granted. Tariff reductions made in the Kennedy Round are, for the most part, scheduled to come into effect in stages, with the last stage not to be implemented until Jan. 1, 1972.

Tariff Schedules. If a country's tariff schedule has been published and is reasonably current, its availability, including updating services, is noted. The language in which each publication is printed is indicated by its title, unless otherwise stated. English translations published in the foreign country are noted, where available. Lack of price data generally means that the publication is not available for sale. The listed prices are, of course, subject to change.

The depth of coverage of each country in this guide is necessarily quite limited, and to obtain more detailed information or to determine the tariffs applying to specific products, it is necessary to consult either the country's own tariff schedule, as noted above, or these sources:

International Customs Journals. Complete English-language translations of foreign tariff schedules are printed in the *International Customs Journal (Bulletin International des Douanes)* series, published by the International Customs Tariff Bureau in Brussels, Belgium. This organization translates and publishes the tariff schedules of most of the world's countries into five languages.

English-language editions of the *International Customs Journals* for more than 70 countries are available for purchase from the Federal Clearinghouse for Scientific and Technical Information, U.S. Department of Commerce, Springfield, Virginia 22151. The price of each *Journal* is $3.00 for hard copies and $0.65 for microfiche. The *Journals* are also available on a loan basis from all Department of Commerce Field Offices.

A list of *International Customs Journals* currently available from the Clearinghouse appears in this magazine. As new *International Customs Journals* are issued and become available through the Clearinghouse, their availability is announced in the "New Books and Reports" section of INTERNATIONAL COMMERCE.

Tariff structures and rates shown in the *International Customs Journals* are subject to change after the *Journals* are published. Comprehensive supplements covering major changes are sometimes issued by the International Customs Tariff Bureau and may be purchased from the Clearinghouse as they become available. In some cases, however, the *International Customs Journals* will not be as current as the original, native-language, publications—especially those with loose-leaf editions and updating services. Where available for purchase, these official national customs publications are listed at the end of the entry for the individual country, together with address of issuing agency.

Overseas Business Reports. Foreign import tariff systems are described in detail in the "Foreign Trade Regulations of . . . . . " series of the Commerce Department's *Overseas Business Reports*. Each "Foreign Trade Regulations of . . . . . " title discusses the import tariff system of a country extensively, cov-

Kennedy Round data

For information on projected foreign country tariff rates for *specific products* resulting from the Kennedy Round, contact the nearest Department of Commerce Field Office or write to the Office of International Regional Economics, Bureau of International Commerce, Washington, D.C. 20230.

Specify particular country of interest. Give complete product description, including appropriate details on constituent materials. Include, if possible, descriptive literature. It would also be helpful if products could be identified in terms of the Brussels Tariff Nomenclature, the U.N. Standard International Trade Classification, or the U.S. Schedule B commodity number.

Countries for which information is currently available are: Argentina, Austria, Australia, Brazil, Canada, Chile, Czechoslovakia, Denmark, Dominican Republic, EEC (includes Benelux, France, Germany, and Italy), Finland, Iceland, India, Ireland, Israel, Jamaica, Japan, Korea, Malawi, New Zealand, Norway, Portugal, South Africa, Spain, Sweden, Switzerland, Trinidad and Tobago, Turkey, United Arab Republic, United Kingdom, and Yugoslavia.

ering such topics as: the tariff structure, the basis of duty assessment, customs surcharges, samples and advertising matter, internal taxes, shipping documents, marking and labeling requirements, exchange controls, etc. Individual duty rates are NOT listed. Approximately 100 *Overseas Business Reports* are issued per year, roughly 30 of which are "Foreign Trade Regulations of ....." titles. A year's subscription costs $16 and may be ordered from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402, or from any Department of Commerce Field Office. Individual titles, available from the same sources, cost 15 cents.

The number of each current OBR covering Foreign Trade Regulations of a country has been included.

Economic Trends Reports. Exporters who wish to keep fully informed about tariff developments in foreign countries may wish to subscribe to the Commerce Department's newest publication series, *Economic Trends in (Country) and Their Implications for the United States*. These timely reports are prepared by commercial reporters at U.S. Embassies overseas, and cover current economic developments of possible significance to U.S. traders and investors. Annual subscription $15 (Foreign mailing $6 additional). **Write:** Office of Publications and Information, DIB, U.S. Department of Commerce, Washington, D.C. 20230.

International Commerce. The Commerce Department's weekly magazine, INTERNATIONAL COMMERCE, lists the *International Customs Journals, Overseas Business Reports*, and foreign language tariff schedules as they become available for sale. These listings are found in the "New Books and Reports" section of the magazine. The "Foreign Government Actions" section of INTERNATIONAL COMMERCE reports major changes in the tariff systems of foreign countries as they occur.

Tariff Service. Information regarding import duties, relevant internal taxes, and any import restrictions applicable to any specific product may be obtained by contacting any Department of Commerce Field Office or by writing to the Office of International Regional Economics, Bureau of International Commerce, Washington, D.C. 20230. Please specify countries of interest.

Kennedy Round Information. Information on the most recent Kennedy Round tariff cuts is contained in the July 1 and July 8, 1968 issues of INTERNATIONAL COMMERCE. A summary of foreign negotiations in the Kennedy Round (including some individual rates) appears in a document entitled *Report on U.S. Negotiations, Volume I, Parts 1 and 2*, prepared by the Office of the Special Representative for Trade Negotiations. It may be ordered from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Information regarding specific duty changes resulting from the Kennedy Round may be obtained through any Department of Commerce Field Office or by writing to the Office of International Regional Economics, Bureau of International Commerce, Washington, D.C. 20230. Before requesting any information on tariff reductions resulting from the Kennedy Round, please refer to the box item on page 2.

Summaries of the tariff systems of individual nations begin on the following page.

International Customs Journals

Tariff structures and rates shown in the INTERNATIONAL CUSTOMS JOURNALS are subject to change after the JOURNALS are published. Comprehensive supplements covering major changes are published by the International Customs Tariffs Bureau in Brussels and may be ordered through the Clearinghouse for Federal Scientific and Technical Information, Code 410.11, Springfield, Va. 22151, as they become available.

Major changes in tariffs of individual foreign countries are also reported each week in the "Foreign Government Actions" section of INTERNATIONAL COMMERCE. For latest tariff information on individual products imported into specific foreign countries, consult your local Department of Commerce Field Office.

THE JOURNALS, previously available on a loan basis, are priced at $3 for a bound paper edition of the Journal or Supplement; microfiche copies (up to 64 pages reproduced on a 4 x 5 inch negative) are 65¢ each.

Angola[3]	PB-174890
Australia[2]	PB-176394
Austria[1]	PB-169260
Bahama Islands	PB-174066
Belgium, See Benelux	
Benelux[2]	PB-170849
supplement[2]	PB-170849-1
supplement[3]	PB-170849-2
Bermuda	PB-174065
Brazil[1,4]	PB-173303
British Honduras	PB-174338
British Solomon Islands	PB-177394
Bulgaria[3]	PB-169253
Burundi, Kingdom of[3]	PB-169263
supplement	PB-169263-1
Canada[1]	PB-169274
Central African Customs Union[2]	PB-173465
Central American Common Market	PB-185699
Ceylon[1]	PB-169270
Chile[2,4]	PB-173298
Colombia[2,4]	PB-169272
Czechoslovakia[5]	PB-169278
Denmark[2]	PB-169266
East Africa[2]	PB-169271
Ecuador[1,4]	PB-173198
Ethiopia	PB-177395
Finland[2]	PB-169269
Falkland Islands	PB-174068
France[2] supplement included	PB-173294
Gambia[2]	PB-173317
Germany[2]	PB-169262
Ghana[2]	PB-169282
Gibraltar[1]	PB-174067
Gilbert & Ellice Islands	PB-174906
Great Britain, Northern Ireland[2]	PB-169287
Greece,[2] supplement included	PB-169283
Grenada	PB-174353
Guinea[2]	PB-169258
Guyana[2]	PB 177417
Hong Kong[2]	PB-173300
Iceland[2]	PB-169268
India[1]	PB-169256
Iran[1]	PB-173307
Iraq[1]	PB-173305
Ireland[2]	PB-174889
Israel[1]	PB-173293
Italy[1]	PB-169281
Japan	PB-174389
Jordan[1]	PB-169277
Lebanon[2]	PB-176054
Libya[2]	PB-169290
Luxembourg, See Benelux	
Malagasy Republic	PB-173892
supplement	PB-173892-1
Malawi	PB-176336
Malaysia[1]	PB-169264
Mali[2]	PB-169257
Malta	PB-176053
Mauritius[1]	PB 169279
Morocco[1]	PB-169283
supplement[2]	PB-173101
Mozambique	PB-176055
Netherlands, See Benelux	
New Hebrides	PB-173661
Netherlands Antilles	PB-176386
New Zealand[1]	PB-173304
Nigeria[2]	PB-169566
supplement[2]	PB-173100
Norway[2]	PB-169267
Pakistan[2]	PB-176056
Panama[1]	PB-173292
Paraguay[1,4]	PB-173299
Peru[2,4]	PB-169261
Philippines[1]	PB-173296-2
Portugal	PB-174309
supplement	PB-174309-1
Reunion Island[1]	PB-169291
Rwanda[2]	PB-169275
supplement[2]	PB-173253
Seychelles	PB-174891
Singapore[2]	PB-177418
South Africa[2]	PB-169255
Spain[2]	PB-170512
St. Christopher, Nevis & Anguilla[2]	PB-174334
Surinam	PB-179324
Sweden[2]	PB-174893
supplement	PB-174893-1
Switzerland[1]	PB-169265
supplement	PB-169265-2
Syria[1]	PB-173873
Thailand[1]	PB-173306
Tunisia[2]	PB-169280
Turkey[1]	PB-173297
United Arab Republic[1]	PB-169289
supplement[2]	PB-173256
USA	PB-169293
supplement	PB-169293-2
USSR[5]	PB-169254
Venezuela[1,4]	PB-173302
Virgin Islands	PB-174892
Yugoslavia[3]	PB-173316
Zambia[2]	PB-169273

[1] Issues that are useful only as a guide to the nation's tariff structure—duty rates have changed extensively since publication.
[2] Journals that are generally reliable for duty rates and tariff structure, with only a few duty rates having changed since publication of these issues.
[3] Generally reliable for duty rates on imports from the U.S., but preferential duty rates on imports from certain countries, EFTA, EEC, or Commonwealth have changed since publication.
[4] Omits reference to LAFTA preferential rates.
[5] Foreign trade is wholly a state monopoly. Although a two-column tariff schedule is published, the duties, for practical purposes, are an internal accounting device not of concern to U.S. exporters.

EEC and EFTA. The designations EEC and EFTA refer to European Economic Community, whose full members are Belgium, France, Germany (Federal Republic), Italy, Luxembourg and the Netherlands (Greece and Turkey are associate members); and European Free Trade Association, whose full members are Austria, Denmark, Norway, Portugal, Sweden, Switzerland and United Kingdom (Finland is an associate member).

The EEC's customs union became effective on industrial products on July 1, 1968, which means that such goods move duty-free from one member country to another whereas imports into all EEC countries from non-EEC countries are subject to the EEC's Common External Tariff (CXT) rates.

The EEC negotiated as a unit in the Kennedy Round and made significant tariff reductions in its CXT rates on a broad range of items. The completion of the EEC's customs union on July 1, 1968, coincided with the EEC's initial implementation of duty reductions conceded in the Kennedy Round. At that time a two-fifth Kennedy Round reduction was made; the remaining three-fifths will be accomplished in three equal installments on Jan. 1 of 1970, 1971, and 1972.

The EEC uses the BTN, and the CXT rates currently applied are not excessive. Most raw materials enter duty-free or at very low rates; rates on manufactured goods range generally from 5 to 20%; certain food products have higher rates. CXT rates do not apply to many agricultural products covered by the EEC's Common Agricultural Policy (CAP); such items are subject to a variable levy system.

Tarif Douanier des Communautes Europeennes, July 1, 1968, is a loose-leaf edition (in French only) containing the current CXT rates which became applicable on July 1, 1968, as well as the projected CXT rates for Jan. 1 of 1970, 1971, and 1972. Write to the Information Service of the EEC, 900 17th St., NW., Washington, D.C. ($16).

The EFTA countries have generally eliminated duties on trade among themselves in industrial products. Unlike the EEC, where a common external tariff has been established, each of the EFTA members maintains its own external tariffs on imports from non-EFTA countries.

Austria. BTN. Ad valorem duty rates apply to most positions. Rates range from 0 to 10% for raw materials, semifinished goods up to 20% and finished products to 40%. For anticyclical reasons, voluntary reductions of 10%, sometimes more, extended to large number of nonagricultural items. Duty-free treatment extended to industrial and certain other goods originating in other EFTA member states. OBR 68-69.

Participated in the Kennedy Round. Significant tariff reductions on a broad range of items.

Oesterreichischer Gebrauchs-Zolltarif, looseleaf edition listing customs duties and supplementary sections of laws relative to custom valuation, tare tariff and turnover equalization tax, is published by Grenz-Verlag, Flossgasse 6, A-1025, Vienna 2, Austria ($9.30). Annual supplements to this publication are priced at AS100 ($3.90).

Belgium. Member of EEC. Refer to section on EEC in OBR 68-108. The Belgian tariff, *Tarif des Droits d'Entree, les Taxes de Transmission les Droits d'Accise et le Regime des Licences,* a loose-leaf publication in one volume, includes CXT rates, excise duties, transmission taxes, licensing and similar restrictions. Editorial Office, 2 rue des General Thys, Brussels 5. About 895 francs ($17.90) for the volume; additional charge for replacement sheets.

Denmark. BTN. Low tariff country with many commodities entering free of duty. Duty rates range from free to about 18% ad valorem. Certain clothing items have a duty of 22.5%, and majority of machinery products have a duty range from 4 to 10.8%. Denmark grants duty free tariff treatment for industrial and certain agricultural goods originating in other EFTA countries. OBR 67-92.

Participated in the Kennedy Round. Significant tariff reductions on a broad range of items.

Den Danske Toldtarif contains duties and taxes. Obtainable from G. E. C. Gadsforlag, Copenhagen.

Finland. BTN. Maintains rates of less than 20% ad valorem on majority of goods. Most industrial raw materials enter duty free; certain wearing apparel subject to 35-38% rates. Chief domestic agricultural products are protected by a system of agricultural fees. Various products not manufactured on an industrial scale in Finland may enter duty-free or at reduced rates. Finland grants preferential tariff treatment to industrial and certain agricultural goods originating in EFTA full-member countries. OBR 67-68.

Participated in the Kennedy Round. Significant tariff reductions on a broad range of items.

Finlands Tulltariff (in Swedish) same as *Suomen Tullitariffi* (in Finnish). About $6. Includes import duty rates and licensing status. Statens Publikationsbyra, Annegatan 44, Helsinki.

France. Member of EEC. Refer to section on EEC in OBR 67-91. The French tariff, *Tarif Douanier Francais Utilitaire,* is obtainable from Encyclopedie Douaniers, 43 Rue du Colisee, Paris (8). About $90 a year for loose-leaf edition. Price includes the supplying of notices of all changes and amendments enacted during the year. Contains CXT rates, taxes, licensing status and most other import restrictions, and sanitary regulations.

Germany, Federal Republic of, including **West Berlin.** Member of EEC. Refer to section on EEC. OBR 68-30. A loose-leaf edition of the German tariff, *Deutscher Gebrauchs-Zolltarif,* is available from Verlag des Bundesauzeigers, Breite Strasse (Pressehaus), Cologne. Contains CXT rates and also the German import equalization tax rates. Replacement sheets are issued, as appropriate, to up-date the basic tariff book.

Greece. BTN. Except for raw materials, machinery and equipment, import duties are generally high, especially on textile products, agricultural products and consumer durable goods. In accordance with the provisions of the Greek-EEC Association Agreement, effective Nov. 1, 1962, Greece has reduced its import duty rates vis-a-vis EEC member countries by 15% on certain livestock and dairy products and industrial products manufactured in Greece. An additional 5% reduction will be made on May 1, 1970. On other goods, a 50% reduction has already been made and another 10% cut is scheduled for May 1, 1970. Greek import duties on products from the EEC will be gradually reduced to zero over a period of 22 years for manufactured goods and 12 years for agricultural commodities. OBR 69-25.

Participated in the Kennedy Round only to the extent of obligating itself to align its tariff with the new CXT concessions made by the EEC.

Damologion, includes import duties. $3.33 a copy, payable to the National Printing Office, Ministry of Finance, Athens.

Iceland. BTN. Many tariff rates, both for fiscal and protective reasons, are rather high, while others, especially on basic necessities and materials for agriculture and fishing, are low or nonexistent. OBR 64-107.

Participated in the Kennedy Round.

English translation of *The Customs Tariff of Iceland* can be obtained from Felagsprentsmidjan Ltd., Reykjavik.

Ireland, BTN. Tariff rates on many chemical products and raw materials are low, but duties on most other products tend to be very high and change infrequently. Tariff exemptions are often granted for industrial goods not locally available. Four types of preferential treatment are granted: to the U.K.; Canada; other Commonwealth preference Area countries; and Northern Ireland. These lower preferential rates apply only to certain selected products and are generally much lower than the full rate. OBR 64-64.

Participated in the Kennedy Round.

Customs and Excise Tariff includes customs and excise duties, general summary of restrictions and prohibitions of imports and exports. Government Publication Sales Office, G.P.O. Arcade, Dublin, 12s. 6d. ($1.50). Amendments to tariff are issued from time to time and may be obtained free of charge.

Italy. Member of EEC. Refer to section on EEC in OBR 68-40. The Italian tariff, *Tariffa dei Dazi Doganali di Importazione della Repubblica Italiana—1968,* is obtainable from Istituto Poligrafico dello Stato, Libreria dello Stato, Rome ($24). Contains CXT rates. Changes in the tariff are listed periodically in modification sheets (foglio di modificazione).

Luxembourg. Member of EEC. Refer to section on EEC in OBR 68-108. The Luxembourg tariff is published in the Grand Duchy's official gazette, *Mémorial,* and not as a separate publication. Changes in the tariff are also published in *Mémorial* as they occur. Imprimerie de la Cour Victor Buck, Luxembourg City. Issued weekly or more frequently as circumstances warrant.

Malta. BTN. Duty rates generally high for furniture, textiles, leather goods, and luxury items but usually low or nonexistent on chemicals, raw materials, and necessities. Preferential treatment is accorded to British Commonwealth countries.

Netherlands. Member of EEC. Refer to section on EEC in OBR 69-41. The Dutch tariff, *Tarief Van Invoerrechten,* contains CXT rates, turnover tax rates, licensing regulations, and explanatory notes to the tariff. Looseleaf, in four volumes, N.V. uitgevers-maatschappij AE. E. Kluwer, Deventer-Antwerpen.

Belasting Heffing Bij Invoer contains detailed information on various taxes levied on imports. Loose-leaf, in two volumes. N.V. uitgevers-maatschappij AE. E. Kluwer, Deventer-Antwerpen.

In-En Uitvoerniews (imports and export news) is a monthly publication of recently enacted import and export regulations, including duties, taxes, quotas and similar subjects. N.V. uitgevers-maatschappij AE. E. Kluwer, Deventer-Antwerpen. About 40 guilders ($11.08) a year; binding about 1.85 guilders ($0.51).

Norway. BTN. A moderate tariff country. Raw materials essential to agriculture and industry enter duty free. Duties on industrial products run as high as 24%. Certain machinery of a type not produced in Norway is often given preferential tariff treatment. Chief domestic agricultural products receive tariff protection. Duty-free tariff treatment is granted industrial and certain agricultural goods originating in EFTA member countries. OBR 64-137.

Participated in the Kennedy Round. Significant tariff reductions on a broad range of items.

Norwegian customs tariff *Tolltariff,* about $6, includes tariff schedule, import and export regulations, excerpts from basic tariff regulations, licensing status. A/S Bokcentralen, Oslo.

Portugal. BTN. A generally high duty tariff, with both minimum and maximum rate schedules. Rates are generally specific. Imports from the United States receive minimum rates. Imports from EFTA receive preferential treatment. OBR 66-61.

Participated in the Kennedy Round.

Pauta dos Direitos de Importacao, published by Imprensa Nacional de Lisboa, 1959, contains import duties. A number of changes have been made, most of which have been incorporated in the International Customs Journal, Portugal, No. 9 (9th ed.), Dec. 1966 and Supplement No. 1, Feb. 1967, and Supplement No. 2, June 1968.

Spain. BTN. High-duty tariff, almost all rates ad valorem. Many lower rates, called Transitory duties, are temporarily in effect for anti-inflationary reasons. It is a single-column tariff so that the same rates are applicable to imports of all origins. There is a compensatory import tax on imports which is the equivalent of sales and other taxes paid on domestic goods. OBR 68-85.

Participated in the Kennedy Round.

Arancel de Aduanese Impuesto de Compensacion de Gravamenes Interiores, published by Organizacion Sindical Espanola, Huertos 73. Madrid, contains import duties, taxes, and licensing information.

Sweden. BTN. A low tariff country. Raw materials essential to agriculture and industry enter duty free. Duties on manufactured goods run as high as 18.4% for certain textiles and textile products. Chief domestic agricultural products are protected by a system of agricultural fees. Duty free tariff treatment is granted industrial and certain agricultural goods originating in EFTA member countries. OBR 65-14.

Participated in the Kennedy Round. Significant tariff reductions on a broad range of items.

A looseleaf edition entitled Tullverkets Foerfattningshandboecker 1:1, published by Kungl Genraltullstyrelsen, Stockholm, contains import duties.

Switzerland. BTN. Import duties are moderate. Preferential duty treatment granted to GATT members including the United States, and those countries with which bilateral trade agreements have been concluded. Switzerland grants duty-free entry on import of industrial products and certain agricultural goods from EFTA member countries. OBR 69-22.

Participated in the Kennedy Round. Significant tariff reductions on a broad range of items.

Tarif d'Usage des Douanes Suisses, about $10, a looseleaf edition, includes duty rates, taxes, licensing status and sanitary rules. Direction Generale des Douanes, Bern.

United Kingdom. BTN. Duties on raw materials are low. On finished products, most duties range from moderate to high. Consumer products generally are dutiable at a high rate. With some exceptions, goods from the Republic of Ireland and other Commonwealth Preference area countries as well as EFTA enter duty-free. OBR 68-63.

Participated in the Kennedy Round. Significant tariff reductions on a broad range of items.

H.M. Customs & Excise Tariff of the United Kingdom of Great Britain & Northern Ireland includes import duty rates, excise taxes, and a general summary of import and export restrictions and prohibitions. H.M. Stationery Office, 423 Oxford St., London, W.1., £5 7s. 6d. ($12.90) a year for looseleaf edition, payable to H.M. Stationery Office. Price includes all changes and amendments to duty rates enacted during year. Price without amendments is £2 7s. 6d. ($5.70).

Yugoslavia. BTN. Tariff (nonpreferential) is generally high-duty and entirely ad valorem. OBR 68-89.

Participated in the Kennedy Round.

The designation CACM refers to the Central American Common Market, comprised of Costa Rica, El Salvador, Guatemala, Honduras, and Nicaragua. More than 95% of their tariff rates have been equalized in a common external tariff that follows a modified SITC nomenclature. Trade among themselves, with few exceptions, is relatively free. Duties are low on raw materials and essential imports, substantial on some consumer goods, and very high on luxury products and goods competitive with domestic production.

Arancel de Aduanas Centroamericano is issued by the Secretaria Permanente del Tratado General de Integracion Economica Centroamericana, Guatemala City. Manila bound, looseleaf, $10, it contains an index; explanatory notes; schedule of common rates levied in U.S. dollars per unit of weight or measure, or ad valorem on the c.i.f. value, or both; schedules of individual country tariffs on items for which member nations have not yet established common rates; and schedule of export duties.

The designation **LAFTA** refers to the Latin American Free Trade Association, whose members are Argentina, Bolivia, Brazil, Chile, Colombia, Ecuador, Mexico, Paraguay, Peru, Uruguay and Venezuela. Common list of tariff concessions, Acta de Negociacion de la Lista Comun, is a comparatively limited list of items on which member countries undertake to reduce duties to zero by 1972 when imported from each other. Individual lists of concessions, entitled *Lista Nacional de* (country), are issued annually by the Asociacion Latinoamericana de Libro Comercio, Montevideo, Uruguay.

A consolidated list of concessions granted by all LAFTA members, arranged by Brussels nomenclature and containing an alphabetical index of commodities and explanatory notes, is available from the above address. This is a 2-volume, loose-leaf edition, in Spanish only, and is useful mainly as a guide to the commodities on which concessions have been granted. Price $20.00, including airmail postage.

CARIFTA. This designation refers to the Caribbean Free Trade Association, which became functional on May 1, 1968. The last two members, Jamaica and Montserrat, joined on Aug. 1. Other members include Antigua, Barbados, Dominica, Grenada, Guyana, St. Kitts-Nevis-Anguilla, St. Lucia, St. Vincent, and Trinidad and Tobago—i.e., all the English-speaking territories of the Caribbean except the Bahamas, British Honduras, and the British Virgin Islands. Goods shipped between the territories will be duty-free, except for alcoholic beverages and some consumer products. Duties on these products will be phased out over a five-year period commencing this past May 1, 1968, by the more developed countries (Barbados, Guyana, Jamaica, and Trinidad-Tobago), and over a ten-year period by the others. Duties on some raw materials for processing from outside CARIFTA may be reduced or removed in the future. No general CARIFTA schedule has been published as yet. Most of the areas listed use the SITC tariff nomenclature.

Argentina. BTN. LAFTA. Imports are dutiable at rates ranging from 20% to 40% c.i.f. value. In general, automotive products

are prohibited importation. Many imports require a 40% prior deposit held, interest free, for 180 days or until the goods clear customs, whichever is longer. Over 80% of imports by value are exempt. OBR 69-20.

Preferential rates granted to specified imports from other LAFTA countries.

Periodically, the *Guia Practica Del Exportador E Importador,* Lavalle 1125, Buenos Aires, Argentina, publishes the complete Argentine tariff schedule.

Barbados. Two tariff schedules—preferential, applied to British Commonwealth countries, giving them an average 10-12% advantage—and general, applied to the U.S. A surtax of either 10 or 20% of the tariff duty plus a package tax of BWI $.25 (U.S. 13¢) per package is charged on all items. Tariff changes published in the Official Gazette, obtainable from Government Printing Office, Bridgetown, Barbados for about U.S. $5 per year. OBR 67-18.

Bermuda. Customs Tariff Act, issued annually, contains customs regulations, import duties, surtax, export duties and goods not subject to refund or drawback of duty. Obtainable from Secretary to Currency and Exchange Control Board and Bermuda Supplies Commission, Hamilton. Cost is moderate. Changes made only in annual revision.

Bolivia. BTN. LAFTA. Customs tariff, effective Sept. 6, 1965. Rates are specific or ad valorem, or a combination of the two, and are generally moderate. Duty-free entry or low rates are granted to imports of machinery and equipment for the mining industry and agriculture, and other capital goods required for economic development. High duties are assessed on non-essential or luxury-type goods and on goods competitive with domestic industry. Import prohibition in effect on a list of goods deemed competitive with domestic industry. A customs surcharge of 10% of the c.i.f. value is levied on most imports (principal exceptions include foodstuffs, newsprint, and repair parts for aircraft and trucks). OBR 69-36.

Arancel Aduanero de Importaciones, published Sept. 5, 1965, as a supplement to the newspaper, *Presencia,* in a limited number of copies. Not available for purchase as published nor in translation by the *International Customs Journal.*

Brazil. BTN. LAFTA. Import tariff rates are mostly ad valorem and range up to 205%, with the majority falling between 25-60%. Most imports are subject to a Port Improvement Tax of 2% of c.i.f. value, a Merchant Marine Tax of 20% of ocean freight, and an Industrialized Products Tax of varying rates, usually from 4% to 30% of duty-paid value. OBR 67-66.

Preferential rates are granted to specified imports from LAFTA member countries.

Manual de Atualizacao da Tarifa das Alfandegas, in Portuguese, Rio de Janeiro, 1967. Contains introductory notes, index; serviced by revised loose-leaf pages. Rua Visconde de Inhauma, 58, Caixa Postal 1304—GB, Rio de Janeiro.

British Dependencies. Tariffs have two schedules—general applied to U.S. goods, preferential to Commonwealth goods. Lower preferential schedule and surtax give Commonwealth goods, with exceptions, average rough percent ad valorem trade advantage as follows: 10-12% in British Honduras, Bahamas; 5-10% in Leeward and Windward Islands (some of the islands use SITC); 4-5% in British Virgin and Turks and Caicos Islands; 2½% in Bermuda; and none in Cayman Islands.

Pertinent information about import tariff publications for one of the British Western Hemisphere dependencies follows:

Bahamas. Import Tariff Act 1969 includes regulations regarding importation, import duties, exemptions from import duties, export duties and prohibited imports. Available from Office of the Secretary to the Cabinet, Nassau, Bahamas, for a moderate price. Changes published in Official Gazette prepared in Nassau and obtainable for US$5 annually.

Canada. Customs tariff is mildly protective and three-column. Goods from United States are accorded most-favored-nation or middle rates. The lowest, or preferential rates, are reserved for the United Kingdom and other British Commonwealth countries; the highest, or general rates, apply to countries with which Canada has no treaty or trade agreement.

Duties on imports from United States and other MFN countries are generally in the 17½-25% range for most manufactured items which compete with Canadian production. Raw or partly processed materials and production equipment, including machinery of a kind not made in Canada, are subject to lower rates and some of them enter free.

A wide range of goods is subject to 12% sales tax and certain consumer goods are subject, in addition, to special excise taxes. Goods produced or manufactured in Canada, however, are also subject to these levies. Drawbacks of duties and taxes are granted on dutiable materials which enter into production of Canadian export items.

Participated in the Kennedy Round. Made significant tariff reductions on a broad range of items.

McGoldrick's *Handbook of the Canadian Customs Tariff and Excise Duties* includes alphabetical listing of rates by commodities, also the tariff after the official style with extracts from the Customs Act, important Customs Memoranda, sales and excise taxes, documentation requirements and trade agreements. Issued annually by McMullin Publishers, Ltd., 417 St. Peter St., Montreal. C$10 ($9.30) plus postage.

The Customs Tariff is the official tariff published by the Canadian Department of National Revenue. A loose-leaf consolidation showing rate schedule, with Customs Tariff Act, index to commodities and index to Regulations and Instructions in spring binder with index tabs. Up to date but without amending service C$10 ($9.30). With loose-leaf amending service C$15 ($13.95) annually. Queen's Printer, Ottawa, Ontario, Canada. Checks or money orders should be made payable to Receiver General of Canada. OBR 69-10.

Chile. BTN. LAFTA. Basic duties are low on goods essential for economic development and those not sufficiently available in Chile, such as certain foodstuffs, construction materials, machinery and parts and accessories, raw materials, and goods directly intended for agriculture, mining, or manufacturing industries. Goods not appearing on a relatively selective list of permitted imports are prohibited. Permitted imports are subject to basic duties, additional taxes, and surcharges. Prior deposits range from 0% to 10,000% of c.i.f. value. Some prohibited goods may be imported into the free zones of Arica, Magallanes, Aysen, and Chiloe. Preferential tariff rates are granted to specified imports from LAFTA member countries. OBR 67-69.

International Customs Journal, Number 150, Nov. 1967, includes import duties, customs rulings and interpretations, and special regimes.

Colombia. BTN. Food items and most consumer goods, especially those competing with domestic production, are dutiable at high rates or prohibited importation. Raw materials, many semiprocessed and processed goods, as well as machinery and equipment, medicines, pharmaceuticals, and other essential products not produced domestically enjoy relatively lower duties. Prior import deposits range from 1 to 130% f.o.b. Preferential rates granted imports of specified products from other LAFTA countries. OBR 69-48.

Nuevo Arancel de Aduanas de Colombia is a loose-leaf edition containing import duty rates only for merchandise entering Colombia. Legislacion Economica, Ltda., Direccion y Administracion: Edificio de Seguros, Avenida Jiminez No. 8-49, Oficinas 201 a 205, Apartado aereo, 8646, Bogota.

Costa Rica. See Central American Common Market, at beginning of this section. OBR 67-65.

Dominican Republic. Tariff structure is composed of specific and ad valorem duties. Specific duties range generally from DR$0.01 ($DR = $US) to DR$5.00 per kilo, and ad valorem rates from 5 to 30% of the f.o.b. value, but with rates of up to DR$10 per kilo and 50% ad valorem on luxury-type goods. In addition, nearly all imports are subject to internal taxes ranging from 20 to 200% of the f.o.b. value. OBR 68-99.

Participated in the Kennedy Round.

Arancel de Importacion y Exportacion, 3rd Edition, published in 1960 by Editoria Handicap, Santo Domingo, based on Law No. 1488, dated July 26, 1947, as amended.

Ecuador. LAFTA. Specific duties, levied generally by weight, plus ad valorem duty on c.i.f. basis. Duties on consumer type goods are substantial; rates on raw materials, machinery, industrial equipment, and parts are moderate. Preferential rates are granted to imports of specified products from other LAFTA countries.

Prior import deposits and monetary stabilization surcharges on c.i.f. value, payable on imports not financed through free exchange market, are: 35% (List I), 70%, 130%, 170% or 250% (List II), and 10% (List I) or 20% (List II), respectively. Prior deposits on duties are 15% (List I) and 70% (List II). Additional surcharges of 10% or 15% of c.i.f. value on selected List II items. Deposits on duties and additional surcharges are payable regardless of exchange market used. Import licenses (required for virtually all imports) will not be granted for cases in which supplier's credits do not exceed 90 days (List I) or 180 days (List II). OBR 67-48.

Ley Arancelaria y Arancel de Importacion (Supreme Decree No. 746, Apr. 2, 1965), published in the Registro Oficial, Apr. 6, 1965. Price and availability for purchase unknown.

El Salvador. See Central American Common Market, at beginning of this section. OBR 67-65.

French Overseas Departments. BTN. Most imports into French Guiana, Guadeloupe and Martinique are subject to the tariff schedules of Metropolitan France and of the European Economic Community. Their brief special tariff schedules cover mainly agricultural goods. Imports are also subject to an overseas tax (known as the Octroi de Mer tax) with rates varying by product. Goods not listed bear a uniform rate of 7% ad valorem in French Guiana and Martinique and 5% ad valorem in Guadeloupe. The tariff structure of St. Pierre and Miquelon is the same as Metropolitan France and EEC.

Guatemala. See Central American Common Market, at beginning of section. OBR 67-65.

Guyana—Two tariff schedules—preferential, applied to Commonwealth countries—and general, applied to U.S. Commonwealth countries usually have 10-20% advantage. In addition, surtaxes on fruits, vegetables, spices, fats, precious metals and jewelry, most motor vehicles, textiles and selected manufactured goods give them another 5-10% advantage. The Trade Classification List and Customs Tariff, 1966, obtainable from The Customs and Excise Department, Georgetown, Guyana for $1.50 plus postage. OBR 66-84.

Haiti. BTN. Tariff has minimum duties (those appearing in the tariff) which apply to all countries granting most-favored-nation treatment to Haiti; conventional duties which apply to imports from countries with which Haiti has signed bilateral trade agreements as well as from the signatories of GATT; and maximum duties, amounting to twice the minimum tariff, which apply to imports from countries not included above.

Rates are specific, ad valorem, or a combination of the two, and range generally from 10-55% ad valorem. A luxury surtax of 4 or 6% ad valorem is collected on a wide range of products. A tax of 5% of the c.i.f. value is levied on many foodstuffs.

Excise taxes are collected on imported alcoholic beverages, cigarettes, petroleum derivatives and motor vehicles. Certain specialty goods imported for sale to tourists are exempt from ordinary customs duty and are subject only to a special tax of 5% ad valorem. OBR 67-34.

Tarif Douanier was published as a supplement to *Le Moniteur* (Official Journal of the Republic of Haiti), Oct. 2, 1961. Contains only limited information as to import restrictions or other controls affecting trade.

Honduras. See Central American Common Market, at beginning of section. OBR 67-65.

Jamaica. Tariff has two schedules, with preferential applied to Commonwealth goods, generally about 5% ad valorem below general rates applied to U.S. goods, although 10%-20% below on textile and metal manufactures. Normal tariff moderate, despite use for revenue purposes. Low duties on raw materials, exemptions from duties on capital equipment, and high duties on competing imports to aid agriculture, processing, textile, and light metal manufacturing industries plus transport and utilities enterprises. High duties on consumer luxuries and durables. Surcharges from 10%-20% of duty. OBR 67-94.

Participated in the Kennedy Round. Significant tariff reductions on some items.

Mexico. BTN. High duties apply on most consumer and luxury-type goods and on products made locally. Over 65% of imports by value also are subject to requirement of prior license. Tariff rates are levied in pesos per unit of weight or measure, with an additional ad valorem duty based either upon the invoice value or an official valuation, whichever is higher. Preferential rates are granted specified imports from other LAFTA countries. OBR 69-16.

Nueva Tarifa del Impuesto General de Importacion (Reestructurada), 1967, loose-leaf. Includes rules for application of the tariff, import controls, and various other special regulations, as well as LAFTA concessions. Informacion Aduanera de Mexico, S.A., Avenida Amores 1544, Mexico 12, D. F. $64 plus $26 for loose-leaf replacement service.

Netherlands Antilles. Tariff rates generally low, ranging from 4.5% to 14%; rates on a few luxury items up to 55%. A pro forma license, issued by the Foreign Exchange Board, is required for all imports except (1) those from the Netherlands, the United Kingdom, Surinam, the British and French West Indies, Guyana and French Guiana, and (2) a specified list of essential goods imported from the dollar countries of North, Central and South America. OBR 67-37.

Nicaragua. See Central American Common Market, at beginning of section. OBR 67-65.

Panama. SITC. High import duties apply to a few items, including those produced domestically, such as tobacco and tobacco products, leather goods, a few food items, such as dairy products, some paper and paperboard items and clothing. Goods subject to relatively low duties or free entry are: raw materials, many semiprocessed and processed goods as well as machinery, medicines, pharmaceuticals and other essential products. Surtax of 3½% ad valorem (f.o.b. value) collected on all imports. OBR 67-84.

Paraguay: LAFTA. Most import items are subject to specific or ad valorem duties, and most non-essential items are subject to a prior deposit of 100% f.o.b. value as well. Ad valorem rates are based on c.i.f. value. Specific duties are not high, but are supplemented by an additional tax of 15% of c.i.f. value and a complementary tax of up to 24% of c.i.f. value. Imports are subject to a foreign exchange surcharge of up to 37% of c.i.f. value and a consular fee of 5% of f.o.b. value. OBR 66-95.

Preferential tariff rates are granted to specified imports from LAFTA countries.

Peru: BTN. LAFTA. Duties are assessed on both specific and ad valorem basis. Ad valorem rates range generally from 20% to 100% of c.i.f. value (although running as high as 180%). There is a surtax of 4% of ocean freight charges, and a 2% surtax on all items except GATT. Effective June 26, a surcharge of 10% of c.i.f. value on most imports was put in effect. In addition, an import prohibition is in effect on nonessential goods. GATT concessions have been suspended. OBR 68-104.

Preferential rates are granted to specified imports from LAFTA countries.

El Peruano, official publication of Peru, published complete tariff schedule in June 6th issue, 1967.

Surinam. Rates of duty relatively moderate and generally range from 5-60% ad valorem, with most duties falling between 10 and 40%. Conventional rates granted under GATT apply to imports from U.S. and other countries enjoying most-favored-nation treatment. OBR 67-27.

Trinidad and Tobago. SITC. Tariff has two schedules, with preferential applied to Commonwealth goods usually about 10% ad valorem below general applied to U.S. goods. Normal duty moderate despite use of tariff for revenue purposes. Low duties on raw materials, exemptions from duties on capital equipment and high duties on competing imports to aid agricultural processing, textiles and consumer goods manufacturing industries plus transport and utilities enterprises. Also, low duties on noncompeting foodstuffs but high duties on other foodstuffs and consumer durables. OBR 65-33.

Participated in the Kennedy Round. Significant tariff reductions on some items.

Schedules of Import Duties and Exemptions from Duties Imposed under Customs Ordinance, Ch. 32, No. 2 (dated Apr. 6, 1962) contains import duties and exemptions. Government Printing Office, Port of Spain, Trinidad, about US$0.62. Changes published in Trinidad and Tobago Gazette prepared at same location, $10.62 a year.

Uruguay.—LAFTA—Most import items are subject to ad valorem duties based on fixed customs valuations, called *aforos*. Some items are also subject to specific duties. All items are subject to miscellaneous port-handling fees, surtaxes, and other charges which amount to about 4% of the c.i.f. value. There are also additional general import taxes of 2.7%, 10.8% and 18% depending upon the essentiality of the item.

Non-essential imports are subject to a foreign exchange surcharge ranging from 10% to 300%, the latter figure being applicable only to automobiles and automotive goods. A prior deposit ranging from 150% to 400% of c.i.f. value is required when the amount of imports exceeds certain percentages of past import patterns. OBR 68-79.

Venezuela.—LAFTA. National schedule follows CUCI nomenclature (similar to SITC). Duties are high on consumer goods, luxury items, and goods competing with domestic production, many of which carry ad valorem charges of up to 100% in addition to specific duties levied by weight or volume on imports in general. The Supplemental United States—Venezuelan Reciprocal Agreement of 1952 provides for mutual most-favored-nation treatment. Customs surcharges, levied ad valorem, range from 2 to 3½%. OBR 69-52.

HOUSING DEVELOPMENT IN COLOMBIA reflects growing affluence of nation's consumers. However, the nation prohibits or places high duties on imports of food items and most consumer goods.

Afghanistan. While all import duty rates are levied on an ad valorem basis, arbitrary values also are fixed for many commodities, complicating computation of the actual duty incidence between items dutiable at a low or high rate. Generally speaking, the highest duties apply to consumer goods. No preferential rates. Additional duty of 4% ad valorem applies on all items except imports by government monopolies. Importers are charged 2% ad valorem for handling and administrative expenses and 1% ad valorem as a compulsory donation to the Red Crescent Society (Red Cross). Luxury taxes ranging from 3 to 25% on 14 items. Motor vehicles, tobacco products, sugar products, and liquor are subject to monopoly tax. OBR 68-13.

Bahrain. Tariff lists 104 items ranging from 5 to 35% ad valorem; majority are 10%. No preferential rates; no surtaxes. OBR 67-67.

Bahrain Customs Ordinance, 1950, includes customs ordinance, list of prohibited goods, import and export duties and other customs fees and charges. Bahrain Government, two rupees (about 50 cents).

Burma. Most rates are ad valorem. Rates generally range from 15 to 200%, with higher rates on luxuries such as confectionery and alcoholic beverages. Many items are duty free, including grains; agricultural implements; dairy and poultry appliances; insecticides, fungicides, and similar products. No preferential rates. With trade nationalized and most imports procured on open international tenders, the tariff serves primarily revenue and price control functions. A sales tax is levied on imports at rates of 5, 10, or 15%, depending on their essentiality. OBR 68-92.

Union of Burma Customs Tariff, First Issue, 1960 (as amended).

Ceylon. BTN. Ad valorem rates predominate. Most rates fall in the 30-150% range, although rates on non-essential and luxury items range up to 310%. Many items are duty free, including grains, basic chemicals, iron and steel, unwrought nonferrous metals, and most industrial machinery. Commonwealth preferences, 10 percentage points in most cases, apply on many items. There are no surtaxes on imports. OBR 68-167.

Ceylon Government Gazette Extraordinary, No. 14,813/2, Aug. 2, 1968, Government Press, Colombo.

Cyprus. BTN. Rates range from 4 to 150% with only a few items at the highest rates, some luxury items between 40 and 60% and many items at the 8 to 16% level. There are a substantial number of free items including most agricultural machinery, fertilizers, cereals, petroleum and ores. Preferential rates apply to goods of British Commonwealth origin. No surtaxes. OBR 65-83.

Cyprus Customs and Excise Tariff, 1968, Printing Office of the Republic of Cyprus, Nicosia, $9.60.

India. Many tariff rates are modified by notes showing exceptions or different rates. Most duties are ad valorem. Rates range up to 100%, but most items fall in the 20-50% range. Generally, agricultural machinery is dutiable at 15%; industrial machinery and primary raw materials at 27½%; intermediates, other raw materials and chemicals at 50% and consumer goods at 100%. Preferential rates apply to certain imports from the United Kingdom, British Colonies, and Burma. There are no customs surcharges, but many imports are subject to excise duties. OBR 69-35.

Participated in the Kennedy Round.

Indian Customs and Central Excise Tariff, Fifty-ninth issue, as in operation on May 15, 1969: Volume I, "Customs Tariff," $0.90, contains import and export duties, and cesses (export taxes); Volume II, "Central Excise Tariff," $0.90, contains customs excise tariff only. Department of Commercial Intelligence and Statistics, Calcutta.

Iran. Tariff consists largely of specific rates (nonpreferential). Exempted items include grains and flour, fish, milk, fertilizers and aircraft and parts. Ad valorem duties range from 5 to 100%. Low rates levied on most types of capital machinery, drugs and medicines, while rates on such consumer goods as passenger cars, radios and furs are substantial. A commercial profits tax is levied on most imports. Numerous surtaxes. OBR 69-38.

Iraq. BTN. Ad valorem duties predominate, although many are specific. Lowest duties apply to petroleum products, paints, paper, tools, industrial refrigerators, bicycles and machinery. Some agricultural implements, industrial machinery and chemicals are free of duty. High duties apply to beverages, tobacco, leather goods, clocks, watches and furniture. Preferential rates apply to specified products imported from certain Arab countries. OBR 64-131.

Israel. BTN. Tariff (nonpreferential) is predominantly ad valorem in all categories of commodities except food, beverages, tobacco, and textiles. Rates are generally high, mostly in the range of 25 to 80%. High purchase taxes are levied on some commodities. Surcharges levied on a large number of commodities. An English language edition, *Customs Tariff*, is published as Business Diary Tariffs and Fees, a periodical service of English translation of Israeli laws and regulations. OBR 69-44.

Participated in Kennedy Round. Made significant tariff reductions on a broad range of items.

Current edition of the customs tariff is dated Jan. 1, 1969. Contains import duty rates and surcharges. Business Diary Tariffs booklet No. 109, $11.43. Purchase taxes contained in Business Diary Tariffs booklet No. 104, as of June 1, 1968, $3.50. Business Diary Tariffs, 37 Harbor St., P.O. Box 1313, Haifa; or 49 Yehuda Halevy, P.O. Box 2911, Tel Aviv.

Jordan. BTN. Most rates are ad valorem, ranging from 1 to 100%. The majority of duties, however, are relatively low. A number of foods, minerals, fertilizers, chemicals and industrial and agricultural machines fall in the 0 to 14% range. Rates in excess of 35% apply chiefly to nonessential goods and items competing with products of Jordanian industry. Additional import surcharges and taxes are also levied. Preferential rates apply to specified products imported from certain Arab countries. OBR 69-15.

Jordan's Customs and Excise Law, and Tariff Rates, Jan. 1, 1964, printed by Ministry of Finance-Customs.

Kuwait. A duty of 4% ad valorem is levied on all dutiable goods imported into Kuwait except liquor and liquefied petroleum gas (100%). Fresh and unprocessed foodstuffs are duty free. Preferential rates apply to specified products imported from certain Arab countries. No surcharges. The Kuwaiti tariff is not published because of the uniform duty. OBR 66-13.

Lebanon. BTN. Most rates are ad valorem, ranging from 1 to 50%. Free items include pharmaceuticals, tanning and dyeing substances, some chemicals, books and agricultural machinery. Lowest duties apply to dairy products, cereal grains, petroleum products, minerals, chemicals, plastic materials, metals, machinery and tools; highest to automobiles, vegetables, fruits, liquors, perfumery, toilet preparations, hides, leather, clothing and shoes. Preferential rates apply to specified products imported from certain Arab countries. OBR 68-59.

Tarif des Droits de Douane in Arabic and French, dated 1967, is published by Conseil Superieur des Douanes, Republique Libanaise, Beirut, to whom remittances of £ 10 ($4.52) should be made payable.

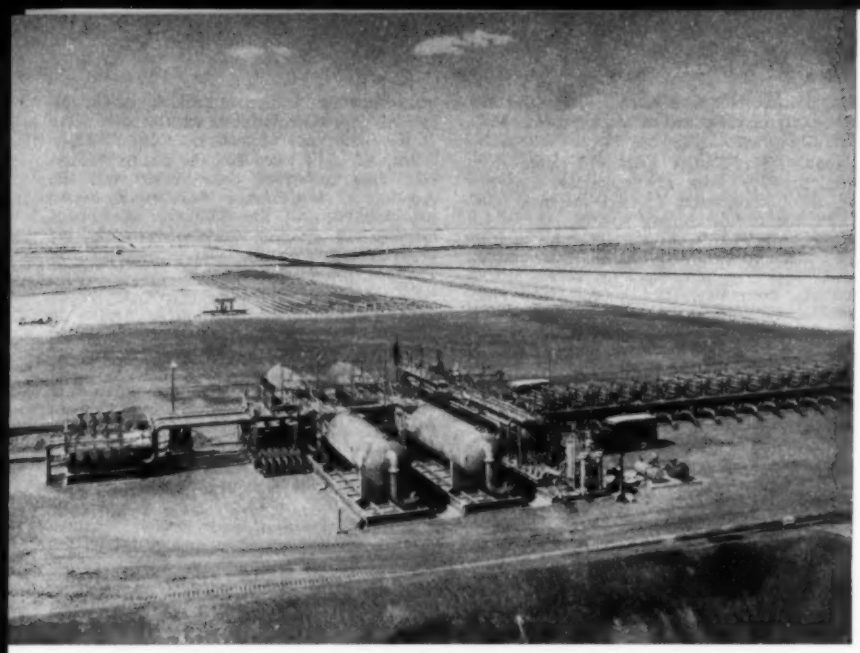
Muscat and Oman. Tariff comprises 127 items with ad valorem rates. Maximum duty on all but seven items is 17½%. Highest duties apply to wine, beer, opium (75%); vegetable ghee, cigars, cigarettes (25%); and motor cars (20%).

The Muscat Customs Manual may be obtained from the Director of Customs, Sultanate of Muscat and Oman, for $1.

Nepal. Both ad valorem and specific duties are widely used. There is one schedule of import duties for Tibet (with lower rates generally) and a second schedule for all other countries. Also, lower rates apply on imports of certain products from India under a special arrangement between these two countries. Most industrial and agricultural machinery is dutiable at 1%. Otherwise, the lowest rates are on cotton yarn, newsprint, medicines, and fertilizers; higher rates apply to ready-made garments, toilet articles, plastic goods, leather goods, and glass products. Surcharges are levied on some items.

Customs tariff in English. His Majesty's Government, Nepal Gazette, Vol. 18, No. 10 (Extraordinary), July 5, 1968.

Pakistan. BTN. Most duties are ad valorem. Duty-free items include grains, flour, ores, wool, coal, books, agricultural tractors and most other agricultural machinery, and fertilizers. Most capital goods are dutiable at 50% with a concessional rate of 30% if imported into East Pakistan. Highest rates



MACHINERY FOR PETROLEUM INDUSTRY is a leading import item from U.S. in many Near Eastern countries.

apply on such consumer goods as textile fabrics, clothing, tobacco, liquors, and passenger cars. Preferential rates apply on certain imports from the United Kingdom, British Colonies, and Ceylon. Most imports are subject to a 15% sales tax and a surcharge on sales tax of 25% of the tax payable. OBR 68-16.

Pakistan Customs Tariff. Third Edition, July 1, 1966. Published by the Manager of Publications, Karachi, $1.37. Includes import and export duty rates, cesses, and sales tax rates.

Qatar. General rate of 2½% ad valorem applies to most goods. Duty on tobacco, cigars, and cigarettes is 10%; on phonographs and phonograph records, 15%; and on alcoholic beverages, 50%. There are minor port charges, but no surtaxes and no preferential duties. OBR 67-67.

Saudi Arabia. BTN. Most duties are ad valorem. With few exceptions, duty rates are 25% or lower. Duty free items include animals, milk and cheese, grains, flour, dried vegetables, basic chemicals, pharmaceuticals, paint and varnish, books, agricultural implements, and fertilizers. Most machinery is dutiable at 5%. Preferential rates apply to specified products imported from certain Arab countries. Surtax: 5% of the customs duty. OBR 69-49.

Customs Tariff, 1968, includes principal provisions of customs law. The original, in Arabic, is published by the Kingdom of Saudi Arabia, Ministry of Finance, Directorate of General Customs Administration. An English translation of the tariff schedule has been made by the American Embassy in Saudi Arabia.

South Yemen, People's Republic of. Tariff includes only 13 items falling into 4 main categories: alcoholic beverages, tobacco and products, nonpotable alcoholic mixtures, and gasoline. All but three are specific duties. No preferential rates; no surtaxes.

The Aden Colony Gazette, No. 63, Dec. 1960, contains duties and customs regulations. Government Printer, Aden. $0.50.

Syria. BTN. General level of duties is low, many items taking a nominal rate of 1%, others 7% and 15%, under customs tariff effective Jan. 1, 1963. Preferential rates apply to specified products imported from certain Arab countries. There are minor surcharges and internal taxes. OBR 65-52.

Tarif Permanent des Douanes de Syrie, dated June 1965. Bureau des Documentation Syriennes and Arabes, 67 Place Chahbandar, B.P. 451, Damascus, $19.64.

Trucial States. Includes seven shaikhdoms in eastern Arabia bordering the Gulf: Abu Dhabi, Ajman, Dubai, Fujairah, Ras al-Khaimah, Umm al-Qaiwan, and Sharjah. Abu Dhabi applies a 2.5% ad valorem tariff on most imports. Exempted are government imports, livestock, and vegetables. Dubai applies a 2% duty to imports by air and to rice, flour, wheat, and sugar. Imports by land and sea are dutiable at 4.625% ad valorem. Sharjah's duties are 2.5% for imports by sea or land, and 2% by air. No duties levied by the other states. No surtaxes; no preferential duties. OBR 67-67.

Turkey. BTN. Most-favored-nation rates are ad valorem, ranging from 5 to 100%. Duty free items include domestic breeding animals, phosphates and sulfates, medicine, printed material and ferroalloys. Lower rates are generally on vegetable oils, alkalis, most chemical products, rubber products and engines. Higher rates are on radio apparatus, glassware, tiles, fabrics, cinemagraphic film, cosmetics, beer and whiskey. OBR 69-45.

An English translation of the Turkish customs tariff in mimeographed form, is distributed by Turk Argus Ajansi, Is Bankasi Hani, P.K. 1025 Galata, Istanbul. Annual subscription of 750 Turkish lira ($82.50) includes translations of official gazettes. Tariff alone, 50 Turkish lira ($5.50).

United Arab Republic. BTN. All duties, except on tobacco, are ad valorem. Rates vary widely, from 2 to 400%, with some exceptions. Preferential rates apply to specified products imported from certain Arab countries. Duty for Consolidation of Economic Development is levied at 10% of c.i.f. value on all imports except certain specified foodstuffs and live animals. Statistical duty of 1% on all imported goods except wheat. Excise duties are assessed on certain items, including alcohol, liquors, petroleum products, cement, coffee, lighters, matches, playing cards, synthetic fabrics, salt, sugar, and wheat flour. Pavement duty taxes of 3% of the sum of customs and other dues, and additional excise duties on brandy, cognac, gin, and whiskey. OBR 66-59.

UAR Customs Tariff, August 1968, in English translation, includes import and export tariff and excise duties. Customs Education Institute, Japan Trade Center, Cairo, $6.90.

Yemen. Most duties range from 5 to 30%. Items duty free are medical equipment, machines for agriculture, fertilizers. Low rates are levied on cement, road machinery, grains, rice and kerosene. Higher rates are on cameras, cosmetics, and fabrics. A 5% defense tax and a 3% statistical tax are also levied on all imports.

Australia. BTN. Preferential duties accorded Commonwealth countries. Surtaxes (primage duty) of either 5 or 10% levied on many items. Most duties are ad valorem although some are specific or a combination of the two. Tariff provides for some very high rates of duty, particularly on consumer goods. However, many imports, mainly producers' goods, enter free or at reduced duty under customs by-law treatment, when not available from domestic sources of supply. OBR 68-38.

Participated in the Kennedy Round.

Customs and Excise Tariffs includes import and primage duties. Available from Department of Customs and Excise, Canberra, A.C.T.

Cambodia. BTN. Tariffs based on c.i.f. value of import. Duties designed for revenue, but protective rates set for some agricultural products and manufactures produced locally. Goods deemed useful to industrial or agricultural development enter free or at rela-

tively low rates. All imported goods subject to surtaxes of specific type and to a turnover tax, which is 12% ad valorem for most imports. Duty exemption for capital equipment and raw materials is available under the 1957 investment law in connection with new private foreign investments. OBR 65-2.

Tarif des Droits de Douane du Cambodge, 1959, includes import and export duty rates, general rules for interpretation of tariff nomenclature, trade restrictions, taxes. Direction des Douanes et Regies, Phnom Penh.

Hong Kong. Free port. Duties levied only on alcoholic beverages, methyl alcohol, tobacco and tobacco products, hydrocarbon oils (petroleum products), and table waters. Based on SITC nomenclature. OBR 64-77.

Directory of Commerce, Industry and Finance, 1965. Single bound annual edition includes duty rates, tax rates, licensing and other documentation requirements for imports, exports and exchange. Hong Kong Department of Commerce and Industry, Printing Department, 81-115 Java Rd., North Point, Hong Kong. Single copy, HK$4 (US$0.70).

Indonesia. Duties, ranging from free to 100%, are assessed on the U.S. dollar landed value (f.a.s., c. & f., or c.i.f.) converted at the rate of Rp. 325 per U.S. dollar. Nearly all except the most essential items are also subject to surcharges ranging from 50% to 500%, levied on the import duty rate. A few commodities on which no duties or surcharges apply are subject to an excess profits levy ranging from Rp. 15 to Rp. 290 per U.S. dollar. Less essential commodities and those produced by industries the Government wishes to protect are subject to the highest duties and surcharges.

Importers may purchase BE exchange freely from foreign exchange banks at the rate of Rp. 326 per U.S. dollar to import a wide range of fairly essential commodities. DP exchange, available on the open market at the rate of Rp. 379 per U.S. dollar, may be used to import all other commodities (except three prohibited items), as well as essential items. Rates fluctuate with supply and demand, but have been steady for a considerable period. OBR 68-53.

Tariff Book of Indonesian Customs Import Duties, March 1969 as modified by (1) Supplement to the Tariff Book, April 1969 (containing changes made by Government Regulations No. 6, Mar. 4, 1969), and (2) Minister of Finance Decree KEP-600/MK/III/1969, Sept. 1, 1969.

Japan. BTN. Duties generally range from free to 40%, with raw materials duty-free or at moderate rates. In 1970 the most common rate for machinery will be 10.5%; for chemicals, 10.5 to 17.5%; and for textiles and made-up clothing, 10.5 to 25%. Highest rates apply to items such as confectionery, liquors, cosmetics, furs, jewelry, and automobiles. In addition, commodity taxes ranging from 5 to 40% are applied on many consumer and luxury-type goods sold in the Japanese market. OBR 65-11.

Participated in the Kennedy Round. Significant tariff reductions on a broad range of items.

Customs Tariff Schedules of Japan, 1969. Japan Tariff Association, 1-1-4 Uchisaiwaicho, Chiyoda-ku, Tokyo. 3,000 yen ($8.33), includes postage.

Korea, Republic of. BTN. High duties assessed on consumer and luxury items but moderate rates for essential goods and commodities not locally produced. Certain commodities for specified industries are duty-exempted. No preferential tariff treatment based on country of origin. Commodity taxes range from 2 to 60% levied on selected commodities sold in Korea. OBR 67-55.

Participated in the Kennedy Round.

Tariff Table, Republic of Korea. Korean Customs Assn., Seoul. $5.09 for 1968 edition, includes postage.

Laos. BTN. Tariff duties are ad valorem, calculated on c.i.f. Laos kip value; some commodity imports carry specific rates. Duties on luxury and semiluxury articles, motor vehicles and buses and goods in competition with domestic goods are high (30 to 60%). Raw materials and machinery carry relatively low duties (0 to 25%). A general internal tax and several import taxes are levied on a number of items.

Tarif des Droits de Douane d'Importation et d'Exportation contains import and export duties, special import, export and other taxes, commercial agreements, general rules on the interpretation of terms used. Issued in 1964 by the Direction des Douanes et Regies, Ministere des Finances, Vientiane.

Malaysia. SITC revised. Applies Commonwealth preferences on a selected but decreasing list of products. Many items, especially machinery and other industrial equipment, free of duty. Other duties vary from 5% to 100% (c.i.f.) for a few items. OBR 67-35.

Import tariff rates for the entire Malaysian area are being coordinated with the creation of a Common Market. Revisions are published in the Official Government Gazette, in English, obtainable from the Government Printing Department, Kuala Lumpur, for a nominal fee.

New Zealand. BTN. Preferential duties granted Commonwealth countries. Duties on consumer goods range from 20 to 80%; on capital goods from 20 to 50%; and on raw materials nil or low. Sales taxes of 10% and 20% apply to a wide range of nonessential commodities. For conservation of foreign exchange most imports must be licensed.

Participated in the Kennedy Round. Made significant tariff reductions in some commodities. OBR 68-42.

Customs Tariff of New Zealand includes import duties, prohibited and restricted imports including sanitary regulations. Available from Comptroller General, Customs Department, Customs House Quay, Wellington, NZ$3.30 (US$3.70) for annual edition including amendments.

Philippines. BTN. High duty rates on certain luxury items and on foreign goods competing with products of local manufacture. Low duty rates on imported items considered essential to economy. Import duties can be waived for basic-industry imports. Sales taxes assessed on most imports. Compensating tax (levied in lieu of sales tax) for products imported by end user. Ten percent tariff preference granted to goods of U.S. manufacture until Jan. 1, 1974. OBR 67-75.

Tariff and Customs Code of the Philippines, Manila, Bureau of Printing, 1957, gives product classifications and listing of import duties and regulations.

Singapore. SITC. Free port for a wide range of items. Consumer goods such as air conditioners and some other household goods and equipment are dutiable at rates ranging from 10% to 50% ad valorem (c.i.f.), or at specific rates, whichever is higher. Special import licenses required and quotas set for some items. OBR 67-73.

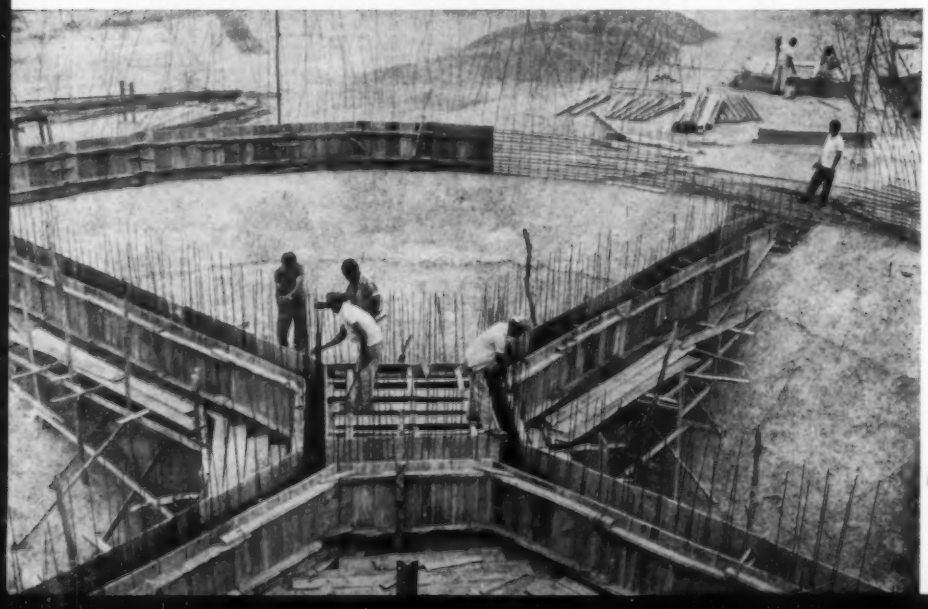
Singapore Trade Classification and Customs Tariff 1968. In addition to tariffs, contains notes on trade classification, customs procedure, country classification and interpretation of terms used. May be purchased from The Government Publications Bureau, Singapore. Price: US$2.65.

Taiwan. Duty rates range from free to 120% ad valorem. In general, duties under 20% apply to books, raw materials, certain machinery and fuels; and 80% and above to luxuries and certain textiles. Surtaxes on all imports include: defense surtax, 30% of assessed duty; harbor dues 3.75% ad valorem. OBR 64-89.

Classification of Import Commodities, Mar. 1, 1966, published by the Foreign Exchange and Trade Commission, Nan Chang St., Section 1, Taipei. In addition to tariffs, it includes the import control classification of each commodity.

Thailand. BTN. Duties primarily for revenue, relatively low for most imports, i.e., 10-30% ad valorem on the c.i.f. value of the import. Commodities for economic development are often on free list. Higher duties applied to promote use of domestic raw materials (e.g., glutamic acid), as protection for domestic agricultural products (e.g., sugar, edible copra), protection of

COMMODITIES FOR ECONOMIC DEVELOPMENT are imported free or given preferential treatment in many nations of the Far East. Below, a storage facility for farm products being built in Thailand.



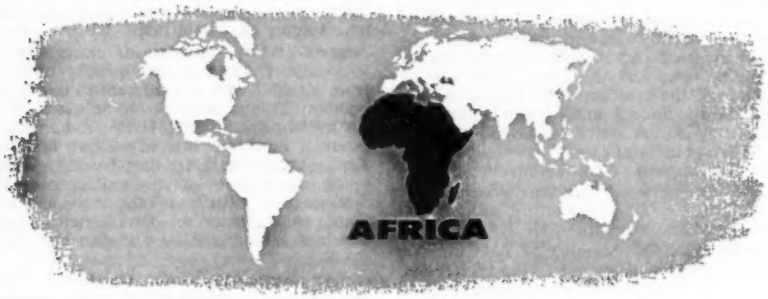
growing light industrial sector, and to protect officially "promoted" industries considered necessary for economic development.

Business tax ranging from 2 to 25% levied on most commodities, frequently calculated on an inflated base. OBR 69-13.

Customs Tariff Decree B.E. 2503 (1960), published by Statistics Division, Department of Customs, Ministry of Finance, Bangkok; bound edition. In addition to tariffs, includes interpretation of terms used and regulations for control and classification of import and export items.

Viet-Nam. BTN. Most essential raw materials, machinery, and equipment are exempt from duties; nonessentials, luxuries and goods competing with domestically produced items are subject to high rates and to an "austerity" tax ranging from 20 to 520 piasters per dollar. Most imports are also subject to a perequation tax ranging from VN$10 to VN$235 per US$1 c.i.f. value. Under the Investment Decree Law of Feb. 14, 1963, exemption from or reduction of customs duties is offered in connection with essential foreign investments. OBR 64-49.

Tarif des Douanes du Viet-Nam (1969) contains import duty rates. Available only in Vietnamese, it can be used in conjunction with Brussels tariff nomenclature.



The designations WACU and UDEAC refer, respectively, to: the West African Customs Union, whose members are Dahomey, Ivory Coast, Mali, Mauritania, Niger, Senegal and Upper Volta; and the Central African Customs and Economic Union, whose members are Central African Republic, Cameroon, Gabon, and Congo (Brazzaville).

Algeria. BTN. Four-column customs tariff: Column One, with lowest rates, applies to France; Column Two, with higher rates, applies to the other five EEC countries; Column Three, with still higher rates, applies to countries affording most-favored-nation treatment to Algeria, including the U.S.; Column Four, with maximum rates, applies to all other countries. Duties on most U.S. goods range from 3 to 42%, depending on whether they are deemed essential or luxury items. A Production Tax and a Luxury Tax are levied on certain imports in addition to miscellaneous customs surcharges. OBR 64-122.

Tarif des Droits de Douanes d'Importation (with amendments). Looseleaf edition includes import duty rates and taxes. Imprimerie Officielle de l'Algerie, 9, rue Trollier, Algiers.

Angola. BTN. One-column tariff with import duties applied equally to goods from all countries, except those goods from Portugal and its overseas Provinces which benefit from lower or preferential rates. Duties average between 10 and 20%. Additional import taxes are a 2.5% Development Fund of the Province tax and a small Stamp Tax. OBR 67-4.

The International Customs Journal, Number 10, Feb. 1967, contains a full schedule of import duty rates for Angola.

Botswana. BTN. Duties and taxes are the same as for South Africa.

Burundi. BTN. Two basic customs charges. Non-preferential fiscal tax averaging 15% to 35% ad valorem, and an entry fee of from 2% to 5% on selected items. Imports from the EEC and the Franc Zone are exempt from payment of the entry fee. Additional taxes include a statistical tax of 3% ad valorem and a transactions tax of 2% ad valorem.

The International Customs Journal, No. 47, (2nd edition) May 1968, contains a full schedule of import duty rates for Burundi.

Cameroon. BTN. Member of UDEAC. Two basic customs charges; (1) Nonpreferential import duty averaging 20-25% ad valorem; and (2) customs duty or common external tariff (CXT) averaging approximately 20% ad valorem. Imports from the EEC countries and from members of the Franc Zone are exempt from payment of the customs duty.

A turnover tax equal to 10% of the value of the goods plus customs and import duty paid is assessed on a non-discriminatory basis by all UDEAC members on all dutiable goods. Cameroon imposes an additional tax, ranging from 5% to 35% ad valorem on most dutiable goods. OBR 64-98.

The International Customs Journal, Number 66, Aug. 1966, contains a full schedule of import and customs duty rates, plus applicable taxes for each of the UDEAC countries.

Central African Republic. Same as for Cameroon except the additional tax ranges between 5 and 25% ad valorem and is applied to a limited number of items. OBR 64-98.

Chad. Same as Cameroon except the additional tax may go as high as 45% ad valorem though the tax is applied to only a very limited group of commodities. OBR 64-98.

Congo (Brazzaville). Same as Cameroon except the additional tax does not exceed 15% ad valorem and is applied to a limited variety of goods. There is also a Brazzaville municipal tax of 20% ad valorem on all imports into Brazzaville. OBR 64-98.

Congo (Kinshasa). BTN. Member UEAC. A two-column tariff schedule employing both import duties and customs duties was adopted in 1968. Duties are applicable non-preferentially to imports from all countries. Duties reach 100% ad valorem but average approximately 30-40% ad valorem. In addition, a statistical tax of 3% and a sales tax of 7½% ad valorem are levied on all imports. OBR 68-76.

The *International Customs Journal*, No. 3, Dec. 1968, contains a full schedule of import duties for the Congo (Kinshasa).

Dahomey. BTN. Member of WACU. Four-column customs tariff. Lowest rate applies to imports from other members of WACU (half the EEC rate). Higher rate applies to goods from the EEC and non-WACU members of the Franc Zone. Still higher rates apply to goods from other countries having a formal trade relationship with Dahomey (includes the U.S.). Highest rates are applied to imports from all other countries. Duties on most goods from the U.S. average approximately 20% to 30%. In addition there is a 1% statistical tax, a 21% standard tax, and a 1.8% turnover tax on all imports. OBR 64-60.

Equatorial Guinea. A tariff schedule is not currently available.

Ethiopia. One-column customs tariff with import duties applied equally to goods from all countries. Many items of agricultural and industrial machinery, and other essential commodities are duty-free. Most goods are dutiable at from 10% to 30% ad valorem. Except for agricultural and industrial machinery, all imports are subject to additional import taxes: transaction tax of 12%; a municipality tax of 1% ad valorem; plus excise taxes on certain items. OBR 66-12.

The *International Customs Journal*, No. 31, Dec. 1967, contains a full schedule of import duty rates and taxes for Ethiopia.

French Territory of Afars and Issas (formerly French Somaliland). Djibouti, the capital and only port of entry, is a free port and a major entrepot for Ethiopia. There are no customs duties. Consumption tax of 18% is levied on all imports for local consumption. Tobacco is subject to a sales tax of 20%; alcoholic beverages and perfumes also are subject to a sales tax. Goods in transit to or from Ethiopia are exempt from all such local taxes.

Gabon. Same as Cameroon except the additional tax is rarely imposed. OBR 64-98.

Gambia. Two-column customs tariff with lowest import duty rates applied to goods from the United Kingdom or other countries of the British Commonwealth, and higher rates on imports from all other countries. The latter average between 12½% and 25%. There are no additional taxes on imports.

The Gambia Customs Tariff, 1965, published by the Gambian Finance Ministry, contains a full schedule of import duty rates.

Ghana. BTN. One-column customs tariff with import duty rates applied equally to goods from all countries. Ad valorem duties average from 10 to 66⅔%, with luxury items as high as 100%. Duties frequently change. Additional taxes are a purchase tax on motor vehicles ranging between 5% and 100%; an excise tax on specific items; and a sales tax of 11½% on most products. OBR 66-77.

The International Customs Journal, No. 104, Aug. 1967, contains a full schedule of import duty rates and other taxes for Ghana.

Guinea, Republic of. BTN. One-column customs tariff with import duties applied equally to goods from all countries. Duty rates average between 5 and 40%, with some rates as high as 100%. Lowest rates apply to essential food, clothing, consumer goods, and industrial equipment, with highest rates on nonessential consumer or luxury items. Additional import taxes are an equalization tax ranging from 10 to 25%, and a small statistical tax on some items.

The International Customs Journal No. 171: Guinea (Republic of), Oct. 1964. Contains import and export duties and taxes.

Ivory Coast. BTN. Member of WACU. Two basic customs charges: (1) Nonpreferential fiscal duty which averages between 10 and 15%; and (2) customs duty which averages between 5 and 25%. All goods imported from EEC and its Associated Overseas Countries (AOC's) are exempt from the customs duty. Additional import taxes are a special import duty of 10% on all except capital goods; a tax on value added ranging from 8 to 43%, depending upon the commodity; and appropriate excise taxes. OBR 64-60.

The International Customs Journal 172, Dec. 1967, for the Ivory Coast, contains a complete schedule of import duties and taxes.

Kenya. BTN. One-column customs tariff with import duties applied equally to goods from all countries outside the East African common market. Member of the East African common market with Uganda and Tanzania, with import duties, and taxes virtually nonexistent on shipments between the three countries.

Many items essential for education, health, or economic development purposes are duty-free. On other items, ad valorem rates average between 15 and 37½%. Suspended duties occur on a few items and are occasionally imposed. Additional excise taxes are levied on alcoholic beverages, sugar, tobacco products, and mineral waters. OBR 66-40.

The International Customs Journal, No. 65, Oct. 1968, contains the complete tariff schedule for the East African Common Market.

Lesotho. BTN. Duties and taxes are the same as for South Africa.

Liberia. BTN. One-column customs tariff with import duty rates applied equally to goods from all countries. Duties average from 10 to 30%. Items deemed essential for education, health, or economic development (particularly mining) are admitted duty-free. OBR 64-90.

Tariff Act of 1966, with amendments, published by the Liberian Treasury Department, contains a complete schedule of import duty rates.

Libya. BTN. One-column customs tariff with import duty rates applied equally to goods from all countries. Most dutiable items are subject to ad valorem duties which average between 5 and 25%. Numerous items considered essential for education, health, or economic development (particularly machinery) are admitted duty-free. There is a surtax on dutiable goods of 10% of the amount of duty paid. OBR 65-29.

The International Customs Journal No. 51, Feb. 1969, contains a full schedule of import duties for Libya.

Malagasy Republic. BTN. Two basic customs charges: (1) Customs duty averaging between 5 and 10%; and (2) nonpreferential import tax averaging between 11 and 31%. Goods entering from France and the franc zone and the five other EEC countries are exempt from the customs duty. Additional taxes include a business transactions tax of 2% ad valorem on imports by registered importers (otherwise the rate is 5%), and a consumption tax on a few specified items. OBR 63-141.

The International Customs Journal, Number 107, Oct. 1966, contains a full schedule of import duty rates for the Malagasy Republic.

Malawi. BTN. Three-column preferential customs tariff with the lowest rates applicable to imports from the United Kingdom. Somewhat higher rates are accorded members and former members of the British Commonwealth. Imports from all other countries pay the general (highest) rate of duty.

Ad valorem duties on imports from the U.S. average between 5 and 30%, with duty-free status on a number of items. Dumping duties may also be imposed on imports where the Minister of Finance deems such action necessary. There is a surcharge of 8⅓% of the amount of duty paid on all dutiable goods and excise taxes on alcoholic beverages and tobacco. OBR 68-2.

Participated in the Kennedy Round.

Boe's Customs Index, Section IV, Republic of Malawi; contains information on import duties, dumping duties, duty suspensions and exemptions, drawbacks and rebates, trade agreements, and export and import controls. Boe's Index (Pvt.) Ltd., P.O. Box 1710, Salisbury, Rhodesia.

Mali. BTN. Member of WACU. Two basic customs charges: (1) Nonpreferential fiscal duty (for revenue) which averages between 5 and 25%; and (2) customs duty which averages between 2 and 25%. All goods from the EEC countries and the Franc Zone are exempt from the customs duty. Additional import taxes include a small statistical tax and a value-added tax which ranges from 11.1% to 66.6% but is normally assessed at 25% for most imports. OBR 64-60.

The International Customs Journal No. 173, April 1969, contains information on import duties and taxes for Mali.

Mauritania. BTN. Member of WACU. Two basic customs charges: (1) Non-preferential fiscal duty which averages between 10 and 15%; and (2) customs duty which averages between 5 and 25%. All goods imported from the EEC and its Associated Overseas Countries (AOC's) are exempt from customs duty. Additional import taxes are a standard importation tax ranging from 20 to 30%; a turnover tax ranging from 10 to 22%; small statistical tax of ten CFA francs (about 4¢) per item, metric ton, or postal parcel; plus appropriate excise taxes. OBR 64-60.

Tarifs d'Entree et de Sortie, Feb. 1962. Imprimerie Nationale, Rufisque, Senegal. Contains information on import and export duties and taxes.

Mauritius. SITC. Two-column customs tariff. Preferential duty rates apply to imports from the United Kingdom and the British Colonies, Canada, Australia, New Zealand, Republic of South Africa and South West Africa, India, Rhodesia, Pakistan, Republic of Ireland, Ceylon, and Burma. Higher import duties apply to goods from all other countries (including U.S.). Ad valorem rates on U.S. goods average approximately 30%.

Morocco. BTN. Two-column customs tariff. First column gives the maximum import duty which may be applicable on a particular item; second column gives duty rate actually in effect. Rates of second column apply equally to imports from all countries, giving Morocco a completely nonpreferential tariff. Virtually all duties are ad valorem and average between 5 and 40%, with duty rates on some nonessential consumer and luxury items or locally produced goods running as high as 100%. Additional import taxes are a special ad valorem tax of 2.5%; a stamp tax of 1%; a tax on products of between 6 and 12% (usually 8%); and other miscellaneous taxes levied on certain goods. OBR 63-110.

The International Customs Journal No. 132, Morocco (Kingdom of), Oct. 1968, contains a full schedule of import duties.

Mozambique. BTN. One-column tariff with import duties applied equally to goods from all countries except Portugal and its overseas provinces, which benefit from reduced preferential rates. Ad valorem rates average approximately 15 to 20% for most goods imported from the U.S. Surcharges ranging from 1.5% to 90% ad valorem are collected on most commodities. In addition there are various small taxes such as the stamp tax, lighthouse duty, and similar fees assessed on imported goods. OBR 66-85.

The International Customs Journal, Number 19, Apr. 1967, contains a full schedule of import duty rates for Mozambique.

Niger. BTN. Member of WACU. Two basic customs charges: (1) Non-preferential fiscal duty which averages between 10 and 15%; and (2) customs duty which averages between 5 and 25%. All goods from the EEC countries and the franc zone are exempt from the customs duty. Additional import taxes are a statistical tax of 1%; a standard tax of 22%; a turnover tax ranging from 10% to 22% (ad valorem, c.i.f.), and excise taxes which apply to certain items. OBR 64-60.

Nigeria. BTN. One-column customs tariff with import duties applied equally to goods from all countries. Ad valorem rates average between 25 and 40%, with nonessential or luxury items dutiable to 100%. A number of essential items for human welfare and economic development are duty-free. Additional taxes on imports include a Reconstruction Surcharge of 7½% of the duty inclusive value, excise taxes on certain items and a purchase tax on gasoline and diesel oil. OBR 69-14.

The Customs Tariff Act, 1965 (with amendments) published by the Nigerian Ministry of Information in the Official Gazette, No. 74, Vol. 55, Nov. 1968, contains a full schedule of import duty rates for Nigeria.

Rwanda. BTN. Two basic tariff charges; (1) a non-preferential Revenue duty averaging 10 to 15% ad valorem and a Customs duty averaging 15 to 20% ad valorem. Products imported from the EEC countries and members of the franc zone are granted a 15% reduction in the Customs duty. A statistical tax of 3% is assessed on all imports.

The International Customs Journal No. 73, Rwanda, July 1968, contains information on all import duties.

St. Helena (including dependencies of Ascencion, Gough, Tristan de Cunha, Inaccessible and Nightingale). SITC. Two-column customs tariff comprising general and preferential duty schedules. General rates, which apply to the U.S., are approximately 25% ad valorem. Members and former members of the British Commonwealth are accorded preferential rates averaging approximately 15%. There is a wharfage fee of 2½% of the landed value of the goods assessed on all imports.

Senegal. BTN. Member of WACU. Two basic customs charges: (1) nonpreferential fiscal duty which averages between 10 and 15%; and (2) customs duty which averages between 5 and 25%. All goods from the EEC countries and the franc zone are exempt from the customs duty. Additional import taxes are the same as those for Mauritania, with the addition of a specific tax on petroleum products ranging from 15.5 to 25.5 CFA francs (about 6¢ to 10¢) per liter. OBR 64-60.

Tariff publication the same as for Mauritania.

Seychelles. Two-column customs tariff comprising general and preferential duty schedules. General rates, which apply to the U.S., average approximately 30% ad valorem. Preferential rates, which apply to members and former members of the British Commonwealth, average approximately 20%. The *International Customs Journal,* No. 160, March 1967, contains a full schedule of import and export duty rates for the Seychelles.

Sierra Leone. BTN. One-column customs tariff with duty rates applied equally to shipments from all countries. Ad valorem rates average approximately 35%, with higher rates on nonessential consumer or luxury items. There are no additional taxes on imports, with the exception of excise taxes on imported proof spirits. OBR 67-28.

The International Customs Journal, No. 105, May 1968, contains a full schedule of import, export and excise duty rates for Sierra Leone.

Somali Republic. BTN. Two basic tariff charges; a non-preferential fiscal duty averaging approximately 25% ad valorem and a customs duty averaging approximately 5%. Products imported from the EEC are exempt from payment of the Customs duty. Additional taxes include an administrative and statistical fee of 8% ad valorem, a small harbor tax and stamp tax, and a purchase tax on certain specified goods which ranges from 15% to 80% ad valorem. There is also a specific surtax on imported sugar and alcoholic beverages. OBR 67-30.

South Africa, Republic of. BTN. Three-column customs tariff. Preferential import duties (minimum rates) are applied to certain shipments from the United Kingdom, British Colonies, and other specified nations of the British Commonwealth. Most-favored-nation duties (intermediate rates) apply to shipments from most other countries, including the U.S. General duties (maximum rates) are applied to a few countries which do not qualify for the minimum or intermediate rates.

A number of items enter duty-free from U.S. Ad valorem duties on U.S. goods average between 5 and 20%. Dumping duties are imposed when the Minister of Finance deems such action necessary. Additional taxes on imports include a wharfage fee of 1.3% on all imports and a Sales Tax of 5 to 20% of the duty-paid value on a selected list of goods. OBR 68-33.

Participated in the Kennedy Round. Made limited tariff reductions on some items.

Jacobsen's Customs Tariff Book contains a full schedule of import duties, plus information on dumping duties, drawbacks and rebates, trade agreements, and other customs regulations. K. J. K. Jacobsen, 422 City Centre, 272 Pretorius Street, P.O. Box 1878, Pretoria.

Southern Rhodesia. A three-column customs tariff introduced in Feb. 1967 enables imports from most countries to compete equally on basis of old Column B or intermediate rate; preferential rates are retained for Rhodesia's trading partners in Southern Africa: South Africa, Swaziland, Botswana, Lesotho, Portugal, Angola, Mozambique and Malawi.

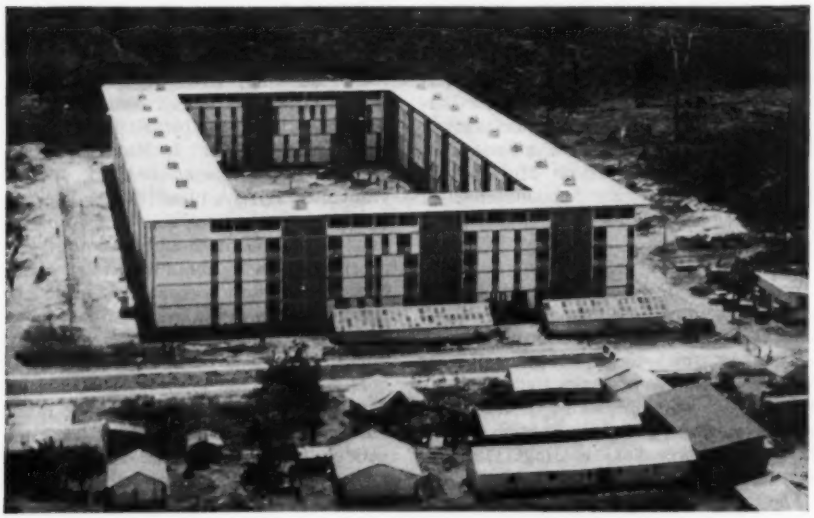
Boe's Customs Index, Section II, Rhodesia, contains a full schedule of import duty rates and other regulations (see Malawi).

Spanish Africa. BTN. The Spanish customs laws prevail in all Spanish possessions, though for many commodities the import duties are lower. In general, goods which enter Spain at less than 10% duty also enter the Spanish African possessions at the same rates. If the Spanish duty is between 10% and 40% the goods enter Spanish Africa at 10% duty, if above 40%, at 15% duty. A statistical and customs handling fee of 0.75% ad valorem is levied on all foreign imports. In addition these goods are subject to any indirect taxes levied upon national goods. No customs tariff applied against inter-Spanish trade, otherwise prevailing rates are applicable to all countries without preference.

Customs Tariff Classifications and Rates, in Spanish, published in the *Boletin Oficial del Estado,* Number 196, Aug. 17, 1961. Government of Spain, Madrid.

Sudan. BTN. Two-column customs tariff. Preferential import duties are applied to products originating in and imported directly from the United Arab Republic (Egypt). Higher duty rates are applied to all goods (including those of U.A.R. origin) imported from all other countries. Ad valorem duties average between 10 and 50%. Duties from 200 to 400% are common on wines, and specific duties on tobacco and spirits average between 3 and 6.5 Sudanese pounds (about $8 to $19) per kilogram and liter, respectively. Additional taxes on imports are a quay tax of 1.2%, an import surcharge of 10% ad valorem on all imports, and other miscellaneous taxes and royalties on certain items. OBR 66-63.

GROWING MODERNIZATION OF AFRICAN ECONOMIES creates a growing market for development-related imports, many of which get preferential treatment. This modern office building is in Ivory Coast.



The Customs Tariff, published by the Republic of Sudan Customs Department, contains a complete schedule of import and export duties.

Swaziland. BTN. Duties and taxes are the same as for South Africa.

Tanzania. BTN (Tanganyika and Zanzibar). Tanzania is a member of the East African Common Market with Kenya and Uganda. Information for Tanzania is the same as that summarized for Kenya. OBR 66-40.

Togo. BTN. Non-preferential duty rates average approximately 20%. Duties are lowest on essential consumer and capital goods and highest on nonessential and luxury items. Additional import taxes are a transaction tax of 17%; a stamp tax of 2%, plus other miscellaneous smaller taxes levied on specific items. OBR 64-60.

Tarif Official des Douanes April 1958 (1963 edition), published by the Chamber of Commerce, Agriculture and Industry of Togo, contains a full schedule of import and export duty rates.

Tunisia. BTN. Two-column customs tariff with import duties applied equally to goods from those countries with which Tunisia has a trade agreement or are members of the GATT, including the U.S. Imports from all other areas are assessed duties calculated at three times the minimum rate. Virtually all duties are ad valorem with rates averaging between 5 and 20%.

A large group of commodities imported from the EEC receive substantial, 40 to 50%, reductions in import duties. A number of items enter duty-free.

Additional taxes on imports are: (1) customs formality tax of 1.8%; (2) production tax, levied on most items at rates between 12.5 and 15.5%; and (3) a consumption tax, consumption customs duty, and national defense fund surtax which are levied on certain items at varying rates. OBR 65-56.

The International Customs Journal No. 89; Tunisia, Oct. 1961. Contains a full schedule of import and export duties.

Uganda. BTN. Member of East African common market with Kenya and Tanzania. Information for Uganda same as for Kenya except Uganda has Sales Tax of 10% to 20% on a wide range of goods.

Upper Volta. BTN. Member of WACU. Two basic customs charges: (1) Nonpreferential fiscal duty which averages between 15% and 20% ad valorem; and (2) a customs duty which averages approximately 10%. All goods from the EEC and the Franc Zone are exempt from the customs duty. Other ad valorem taxes on imports include a statistical tax of 1%, a development tax of 10%, a compensatory tax of 3%, and a support tax of 1.5%, plus other small taxes on specific commodities. In addition there is a surtax of 25% of the amount of taxes paid. OBR 64-60.

The International Customs Journal No. 178, Jan. 1968 contains a complete schedule of import and export duties for the Republic of Upper Volta.

Zambia. One-column tariff schedule with duties assessed equally on imports from all countries. Ad valorem rates range between free and 30%, with most commodities dutiable at approximately 10%. There are no additional taxes on imports, except for excise taxes on imported cigarettes. OBR 67-20.

Boe's Customs Index, Section III, Republic of Zambia contains a full schedule of import duty rates and other regulations (see Malawi).

Extension of Export Control Act highlighted October trade action; President outlines Latin steps

Tariff Commission, Customs, Treasury, Commerce, Agriculture, took trade-related moves; Honolulu Trade Zone expansion due

The following is another in a series of monthly reports outlining actions in Congress or elsewhere in Government, or by foreign or international bodies, affecting world trade, as noted by staff members of the Bureau of International Commerce's Trade & Commercial Policy Division.

Congress—Floor Actions: Congressional activity in October on international trade matters was highlighted by consideration of the Export Control Act which was due to expire on Oct. 31. Both Houses passed bills to extend the Act. The bills were different in form, however, and will have to be considered by a conference committee. In the meantime, on Oct. 30, both Houses passed a resolution extending the Act for sixty days until Dec. 31, and the President signed the extension on Oct. 31.

On Oct. 16 the House of Representatives passed the Export Control Act extension contained in H.R. 4293 by a vote of 272-7, with two floor amendments. The first would broaden the findings made under the Act to include information and technology, in addition to material, as items which, if not restricted, could adversely affect the national security. The second amendment would require the President, in regulating exports, to take into consideration the availability of a commodity from other nations with which we have defense treaty commitments and would remove the test of whether an export makes a significant contribution to the military or economic potential of a country.

On Oct. 22 the Senate considered the House-passed bill, but instead adopted by a vote of 46 to 27 an amendment substituting the language of S. 2696 for the text of H.R. 4293. The bill passed by the Senate declares that it is national policy to encourage trade in peaceful goods with nations with which the United States has diplomatic or trade relations and to restrict trade in goods and technology which would significantly contribute to the military potential of a country to the detriment of the United States. The bill proposes to eliminate "economic potential" as a measure of whether goods should be restricted from export, and establishes the availability of comparable products from other sources as a consideration in granting export licenses.

International trade issues also arose in Senate debate on S.J. Res. 54, a joint resolution consenting to an extension and renewal of the interstate compact to conserve oil and gas. During Senate consideration of the measure, Sen. Edward M. Kennedy of Massachusetts offered an amendment to the national security provisions of the Trade Expansion Act of 1962. Under the current provisions, the President may take action to adjust imports following an investigation and finding that imports threaten to impair the national security. The proposed amendment would have limited the duration of import adjustments to two years and would have provided a 90-day period during which either House of Congress, by resolution, could override the President's action. Sen. Kennedy withdrew his amendment following assurances by the members of the Committee on Finance and by the Committee on the Interior that hearings would be held on the matter.

Congressional Hearings: The Senate Foreign Relations Committee held hearings on pending treaties including the Convention to Establish the World Intellectual Property Organization and the Paris Convention for the Protection of Industrial Property. The Africa Subcommittee of the House Foreign Affairs Committee began hearings on U.S. policy regarding Rhodesia. Also of interest were the hearings of the Subcommittee on Special Studies of the House Government Operations Committee regarding consumer meat prices, in which there was discussion of the meat import program.

The Foreign Economic Policy Subcommittee of the Senate Foreign Affairs Committee will hold hearings Dec. 2-4 on foreign economic policy for the 1970's. The Subcommittee has announced that it intends to hold three or four additional hearings next year on guidelines and suggestions for U.S. trade, investment and development assistance policies through the 1970's.

Congress—New Bills: Once again import quota proposals led the field of new trade bills. Of the 44 House and 2 Senate bills submitted during the month regarding international trade, a total of 31 (30 House and 1 Senate) propose to establish import quotas. These submissions bring the total number of quota bills introduced during this session to over 330, and the number of trade and tariff bills of all types to about 530.

Only two of the bills introduced this month covered commodities on which import quota legislation had not previously been introduced. H.R. 14222, introduced by Rep. Carleton King of New York, would place import controls on leather gloves, while H. Con. Res. 409, introduced by Rep. Robert Taft, Jr. of Ohio for himself and Rep. Jackson E. Betts of Ohio, would express the sense of Congress that controls be placed on imports of ceramic tiles, if the annual rate of new construction in 1969 falls below the annual rate in 1968. This is similar to a number of other resolutions introduced this session which would apply to imports of all products used in commercial and residential construction. These resolutions further state that the reduction of imports should be accomplished through trade agreement negotiations or voluntary quota arrangements and that the reductions should be great enough to assure the continued existence and viability of the firms in the U.S. industry affected.

All other quota bills introduced during the month were similar to bills previously submitted for mink, textiles, footwear, milk and dairy products, residential and commercial construction products, and omnibus orderly trade measures.

Of the other trade legislation introduced during the month, five were concurrent resolutions by Reps. Carleton King (N.Y.), Robert L. F. Sikes (Fla.), Thomas G. Abernethy (Miss.), Joe D. Waggoner, Jr. (La.), and Roger H. Zion (Ind.) expressing the sense of Congress that the President should take the steps necessary to bring about revocation of the United Nations economic sanctions against Southern Rhodesia. These resolutions were cosponsored by an additional 24 Congressmen.

H. Res. 577, introduced by Rep. Carleton J. King (N.Y.), would direct the Tariff Commission to investigate competition between domestic and imported leather and leather products. Two bills, H.R. 14188 and H.R. 14455, introduced

by Reps. Wilbur D. Mills (Ark.) and William J. Green (Pa.) would repeal the special tariff treatment accorded to articles assembled abroad with components produced in the United States by repealing tariff item 807.00. On Aug. 28 the Tariff Commission announced an investigation of the economic effects of imports under this and related item 806.30. (See this column, Sept. 15 issue of INTERNATIONAL COMMERCE.)

H.R. 11489, a bill originating in the Department of Transportation and introduced by Representatives Harley O. Staggers (W.Va.) and William L. Springer (Ill.), would facilitate the international transportation of goods by enabling carriers to enter into agreement for joint rates, for through bills of lading and for interchange of equipment. Specifically, the bill would extend immunity under the antitrust laws to agreements of this kind that involve international transportation. Under present law, carriers in different modes of transportation are limited as to the extent to which they may enter into intermodal agreements. This bill would remove such limitations to encourage more effective use of containers in international trade.

H.R. 14294, introduced by Rep. Benjamin B. Blackburn (Ga.), would amend the Export Control Act of 1949 to provide that any economic boycott instituted by the President would lapse after 60 days unless approved by Congress. H.R. 14402, introduced by Rep. Jonathan B. Bingham (N.Y.) and cosponsored by 16 other Congressmen, would amend the Sugar Act of 1948 to terminate the quota for South Africa and redistribute it among certain developing African countries. H.R. 14140, introduced by Rep. Richard H. Poff (Va.) would authorize domestic and international studies and programs relating to patents and trademarks.

One of the two Senate bills was a nonquota measure, S. 3050 introduced by Sen. Thomas J. Dodd (Conn.), to suspend for three years the duty on certain raw silk and certain yarns of silk wholly of noncontinuous silk fibers.

The President—Latin American Speech: In his address on Latin American policy on Oct. 31, President Nixon outlined several steps to assist those countries in increasing their exports. The steps include (1) leading a vigorous effort to reduce the nontariff barriers to trade maintained by nearly all industrialized countries against products of particular interest to Latin America and other developing countries; (2) supporting increased technical assistance to promote Latin American trade expansion; (3) supporting the establishment, within the inter-American system, of regular procedures for advance consultation on all trade matters; and (4) pressing in world forums for a liberal system of generalized tariff preferences for all developing countries, including Latin America.

Tariff Commission: Non-Rubber Footwear, Stainless Steel Table Flatware: The Tariff Commission on Oct. 22 initiated on its own motion investigations on nonrubber footwear and stainless steel table flatware. The purpose of the investigations is to gather information concerning the competitive relationships between imports of these commodities and the domestically produced equivalents and the effect of imports on U.S. producers. The investigation on non-rubber footwear seeks information, particularly for the period between January 1968 and June 1969, to supplement a previous Tariff Commission report on footwear (No. 332-56 of January 1969). The data sought on stainless steel flatware is to supplement the Commission's report of September 1967 (No. TEA-1-EX-3), and will focus on the period January 1967 through September 1969.

No hearings will be held, but written statements may be submitted to the Tariff Commission no later than Nov. 12. All communications regarding the investigations should be directed to the Secretary, United States Tariff Commission, Washington, D.C. 20436.

Tariff Commission: Hearings on Glass, Carpets, Pianos: During October, the Tariff Commission held public hearings in connection with investigations of imports of three product groups: glass, carpets, and pianos.

On Oct. 14-21, the Commission conducted hearings on two investigations of glass imports. One investigation concerns the probable effect of termination of escape-clause rates of duty which were imposed on certain sheet glass imports in 1962. The original escape-clause rates were modified in January 1967 and will expire at the end of 1969 unless further extended by the President. The second investigation concerns a petition by the domestic industry for relief from increased imports of sheet glass and other forms of flat glass. The Commission will report to the President on the escape clause case by Nov. 28 and on the industry petition by Dec. 27.

The Commission also held public hearings on Oct. 28-31 as part of its investigation to determine whether imports of pianos and piano parts are, as a result in major part of trade agreement concessions, increasing at such a rate as to cause or threaten serious injury to domestic producers. The investigation was instituted on July 2 on petition of the National Piano Manufacturers Association. The Commission will report its findings to the President by Dec. 23.

Hearings were held Oct. 22-24 pursuant to the request of the U.S. industry to extend the escape-clause rates of duty on certain types of woven wool carpets. The Commission will advise the President by Nov. 30 of its judgment as to the probable effect that termination of the escape-clause rates would have on the industry. The escape-clause rate will terminate on Dec. 31, unless extended by the President. (For further details on these investigations, see this column in the Aug. 11 issue of INTERNATIONAL COMMERCE.)

Tariff Commission—Plastic Mattress Handles (Dumping): The Tariff Commission on Oct. 17 determined by a five-to-one vote that plastic mattress handles imported from Canada are not causing, and are not likely to cause, injury to a U.S. industry or prevent an industry from being established. The mattress handles against which the dumping complaint was lodged are manufactured by Fibre Conversion Co., Ltd., of Toronto. A representative of the company was the only witness to testify at the Tariff Commission hearings held Sept. 4.

Bureau of Customs: Frozen French Fries, Synthetic Rubber (Dumping): The Bureau of Customs announced on Oct. 23 that it had initiated an inquiry into the complaint that frozen french fried potatoes manufactured by McCain Foods, Ltd. of New Brunswick, Canada, are being, or are likely to be, sold in the United States at less than fair value within the meaning of the Antidumping Act. Approximately 800,000 pounds of frozen french fried potatoes valued at about $95,000 were imported from Canada from February to July.

The Bureau has also initiated an investigation into the complaint that styrene-butadiene type synthetic rubber manufactured by Anic, S.p.A., of Milan, Italy, is being sold, or is likely to be sold in the United States at less than fair value within the meaning of the Antidumping Act. The value of importations of synthetic rubber from Italy from June 1968 through June 1969 amounted to approximately $240,000.

Bureau of Customs—Chain Link Fencing (Marking): The Bureau of Customs has determined that only one country of origin mark is required on each imported full roll (standard 50-foot or 100-foot length) of vinyl-clad chain link fencing, provided the marking is legible, conspicuous, and sufficiently permanent to remain attached to the fencing, or its container, until it reaches the ultimate purchaser in the United States. The July tentative ruling that such fencing should be marked at 10-foot intervals has been withdrawn.

Bureau of Customs—Ports of Entry:

The Bureau of Customs on Oct. 2 announced its plans to revoke the designation of Chester, Pa. as a port of entry in the Philadelphia, Pa. Customs District (Region III) and to extend the present geographical limits of the Philadelphia, Pa., and Wilmington, Del., customs ports of entry. The proposed changes can be obtained from the Bureau of Customs. No hearings will be held. Interested parties may, however, submit their views on the proposed changes by Nov. 9 to the Commissioner of Customs, 2100 'K' St., NW., Washington, D.C. 20226.

Treasury Department—Countervailing Duties: The Treasury Department announced on Oct. 6 that it has received official information that, during September, the Australian Government paid a bounty on certain products containing sugar amounting to Australian $103.80 per 2,240 pounds of sugar content. Therefore, additional duties equal to the net amount of the bounty have been assessed on those commodities when imported into the United States directly or indirectly from Australia.

Foreign Trade Zones—Honolulu: On Sept. 30, Secretary of Commerce Maurice Stans, as Chairman of the Foreign-Trade Zones Board, signed Board Order No. 81, authorizing the State of Hawaii to contiguously expand the area of Foreign-Trade Zone No. 9, located at Pier 39, Honolulu. This general-purpose foreign-trade zone was established in 1965 and was expanded in 1966 and again in 1967. The recent Board action permits addition of some 2.6 acres of space which is needed to accommodate additional zone users and an increase in zone activity.

Office of Foreign Assets Control—Nickel Sulfate, Carpets, Chinese Type Foodstuffs: The Office of Foreign Assets Control (FAC) on Oct. 3 announced that nickel sulfate imported directly or indirectly from the USSR will be detained by Customs until release is authorized by FAC as provided for under the customs provisions of the Cuban Assets Control Regulations. The action is necessary to enable FAC to determine if the nickel sulfate, produced in the USSR, was made from nickel of Cuban origin and is thus ineligible for importation.

FAC has also given notice that certificates of origin issued by the Government of Singapore in connection with foreign assets control regulations are now available for importation into the United States of Chinese-type carpets and rugs. In addition, certificates of origin issued by the Government of the Republic of China are now available for the importation into the United States of almond pudding; green bean pudding (Dau-Saah); edible fungus, dried; bitter melon, stuffed (Young-Foo-Gwaah); sweet rice, flavored (Hor-Yeh-Fan); hot and sour soup, canned; winter melon soup, canned; Chinese white squash (Doong-Gwaah-Yung); and water chestnut jelly.

Departments of Commerce and Treasury: Florence Agreement—The Departments of commerce and Treasury have jointly issued revised regulations implementing section 6(c) of the Educational, Scientific, and Cultural Materials Importation Act of 1966 (the so-called Florence Agreement implementing legislation). Under this section, nonprofit scientific and educational institutions may import instruments or apparatus duty-free if the Secretary of Commerce determines that no instrument of equivalent scientific value for the purposes for which the instrument is intended to be used is being manufactured in the United States. The regulations, which become effective Nov. 13, clearly define and set forth the information that should be submitted by the importing institution and by interested domestic producers to enable the Secretary to make his determination. Copies of the new regulations, application forms and other relevant material may be obtained from the Scientific Instrument Evaluation Division, Business and Defense Services Administration, Department of Commerce, Washington, D.C. 20030.

Department of Commerce: Steel Imports Reports: The Department of Commerce has begun a new monthly statistical report on steel imports. The report will show data for one month, the same month of the previous year and cumulative totals for both years. Data is listed by tariff schedule number in quantity and value for 32 product groups and by major countries. Copies, priced at $35 each per month, are available from the Director, Iron and Steel Division, Business and Defense Service Administration, U.S. Department of Commerce, Washington, D.C. 20230.

Department of Agriculture—Federal Meat Inspection Regulations: The Department of Agriculture has proposed to amend the Federal Meat Inspection Regulations regarding the eligibility of foreign countries to export carcasses, meat or meat products to the United States. To be eligible, the exporting country would be required to conduct monthly supervisory visits to each certified plant to assure that its standards are at least equal to those required of U.S. plants. Copies of the reports of these visits would be made available to the Department of Agriculture.

Any interested persons may present written views on the proposed amendment by Nov. 13 to the Office of the Hearing Clerk, U.S. Department of Agriculture, Washington, D.C. 20250.

Department of Agriculture—Reports on Wools, World Agricultural Production: The Department of Agriculture has released two reports, one entitled *Wool Situation*, the other *World Agricultural Production and Trade*. *Wool Situation*, issued quarterly, reports on domestic production and imports of wool and wool products in 1969 as compared with past years and makes certain projections for 1970.

World Agricultural Production and Trade includes estimates of world production, exports and imports for 1969 of certain agricultural commodities, mainly fats and oils, nuts, fruit, coffee, honey and grains. Single copies of both reports are available from the U.S. Department of Agriculture, Washington, D.C. 20250.

Agriculture Department — Tomatoes, Limes: The Department of Agriculture has proposed grade, size and inspection regulations for fresh domestic and imported tomatoes shipped during the 1969-70 season. Discussions are being held with Mexican Government officials and industry representatives in an effort to minimize problems arising in the application of the proposed regulations to imported tomatoes. Regulations on tomatoes were in effect from 1955 to 1966 and again last season. The Department also announced revision, effective Oct. 27, of grade requirements for Persian-type limes imported into the United States.

U.S.-Canadian Automotive Agreement—U.S. and Canadian officials will meet in Washington on Nov. 12 to consult on the U.S.-Canadian Automotive Agreement of 1965. The purpose of the talks will be to consider means of achieving fully the objectives of the Agreement.

Federal Trade Commission—Disclosure Policy: On Oct. 24 the Federal Trade Commission, in conformity with the Freedom of Information Act, announced changes in its disclosure policies to increase information available to the public on advisory opinions, such as those on marks of origin on imported products, and other administrative actions. One of the major rule changes provides that when the Commission's advisory opinions are rendered, the entire opinion and the request for the opinion will be made public, although the Commission will consider requests to hold all or part of the material confidential, with due regard to its rules, statutory restrictions, and the public interest. Additional information on the changes is available from the Office of Information, Federal Trade Commission, Washington, D.C. 20580.

Trade Center show draws 800 to booths of 62 U.S. firms

Sixty-two U.S. manufacturers represented by 28 firms drew 800 visitors to the Oct. 20-24 Frankfurt Trade Center exhibition. The Electrical Connectors and Electromechanical Components Show ended with $208,110 in confirmed sales and $2.8 million in projected orders for the next 12 months.

Of the six companies seeking overseas representatives, one agent was appointed during the show and 17 candidates were under consideration at its close.

Displaying connectors and crimp tools, King Electronics, Tuckahoe, N.Y., appointed the show's agent and sold $10,000 from the floor. A newcomer to the German market, King is making predictions for the coming year totaling $800,000.

The International Division of AMP Inc., Harrisburg, Pa., ended the show with $50,000 in immediate sales and estimates an additional $200,000 in orders for the next year.

Advanced connecting devices and related subjects were the topics presented during the two-day symposium held with the Trade Center show.

Other participating companies in the exhibition were: The Adams & Westlake Co., Elkhart, Ind.; Ad Auriema GmbH, Germany, representing: Sigma Instruments, Braintree, Mass.; Stackpole Components Co., Raleigh, N.C.; Omni Spectra Inc., Farmington, Mich.; Uniform Tubes, Inc., Collegeville, Pa.; Western Microwave Laboratories, Inc., Los Gatos, Calif.; Sanders Associates, Inc., Nashua, N.H. and Micro State Electronics, New Providence, N.J.

Alfred Neye Enatechnik, Germany, representing: Electra Midland Corp., San Diego, Calif.; Meridian International, Los Angeles; Mallory International Co., Indianapolis; Eagle Signal Division, E. W. Bliss Co., Davenport, Iowa; General Electric Co., Cleveland; JFD Electronics Co., Brooklyn; Allen-Bradley Co., Bloomfield, N.J.; Hi-G Inc., Windsor Locks, Conn. and Microdot Inc., South Pasadena. Amphenol-Tuchel Electronics, GmbH, representing Amphenol Components Group, Div. Bunker-Ramo Corp., Oak Brook, Ill.

Beckman Instruments, Inc., Fullerton, Calif.; Bourns, Inc., Riverside, Calif.; Cannon Electric GmbH, representing ITT Cannon Electric, Los Angeles; Cinch Electronic Group, Elkgrove Village, Ill.; Dale Electronics, Inc., Columbus, Neb.; Compagnie Deutsch GmbH, representing the Deutsch Co., Banning, Calif.; Elec-Trol, Inc., Saugus, Calif.; Electronic Specialty Co., Portland, Ore.; Fairchild Controls, Hicksville, N.Y.; Fifth Dimension, Inc., Princeton, N.J.; Hughes Aircraft Co., International Sales, Los Angeles.

Intair SA C.I.R., Belgium, representing Amerace-Esna Agastat Division, Elizabeth, N.J.; Latronics Corp., Export Department, Philadelphia; Litton Precision Products International Inc., Germany, representing Litton Industries, Inc., Beverly Hills; Megatron G. Kullick & Co., Germany, representing: Voak Engineering Co., Upland, Calif.; Keltron Corp., Waltham, Mass.; PIC Design Corp., Long Island and Boston Insulated Wire & Cable, Dorchester, Mass.

Molex Products Co., Downers Grove, Ill.; Oak Electro/Netics Holland NV, representing Oak Electronics, Crystal Lake, Ill.; Raychem GmbH, Germany, representing Raychem Corp., Menlo Park, Calif.; Singer, Physical Sciences Division, Arcadia, Calif.; The Superior Electric Co., Briston, Conn.; TWK-Elektronic Kessler & Co., Germany, representing Computer Instruments Corp., Hempstead, N.Y.; Unimax Switch Division, Maxson Electronics Corp., Wallingford, Conn.

HEAT-SHRINKABLE TUBING displayed by Raychem GmbH, German subsidiary of Raychem Corp., Menlo Park, Calif., is being demonstrated by a firm official, left, while two German businessmen look on.

CUSTOMERS INSPECT ELECTRICAL CONNECTORS at the October Frankfurt Trade Center show. This scene took place in the Alfred Neye-Enatechnik booth. The exhibition attracted a total of 800 visitors.

PUMPING UNITS, above, by Applied Power Industries, Inc., and eight track solid state stereo tape players by Motorola Automotive Products, Inc., below, attract visitor attention at the September exhibition in the Trade Center for Scandinavia.

SCANDINAVIAN VISITORS listen to the Clark International official explain the advantages of Clark's new transmissions, below. Clark was one of 34 exhibiting American companies in the five-day show.

September Stockholm show sets record; 11 agents appointed, 50 still negotiating

Thirty-four U.S. manufacturers displayed parts and components for machinery, vehicles; Mack Trucks Worldwide is show's sales leader

The Stockholm Trade Center record for agents signed during an exhibition was made during the Sept. 17-23 show. Displaying parts and components for vehicles and machinery, 21 U.S. firms seeking representatives signed 11 agents and distributors during the show and were reviewing 50 other candidates at its close.

Sales during the show reached $99,800, while estimates for the next 12-month period top $1.7 million. More than 14% of the 553 registered visitors at the event were non-Swedish. A total of 34 companies represented 41 manufacturers.

Mack Trucks Worldwide, Allentown, Pa., reported the highest projections of the show with a total of $620,000. Exhibiting diesel engines, matched transmissions and components, the firm made $24,000 in sales during the show. The highest sales figures for orders written were achieved by Super Mold Corp., Lodi, Calif., and amounted to $55,000. Super Mold displayed tire recapping equipment and is anticipating $255,000 in additional orders based on contacts at the show.

Anticipating $50,000 in sales over the next year of hydraulic and pneumatic devices, gages, switches and temperature regulators, American Standard, New York, reported contacting several agent prospects.

Also estimating $50,000 in future orders was Kysor Industrial Corp. of Cadillac, Mich. Kysor displayed engine protection equipment and alarms.

Also participating were: Advanced Automation Co., Chicago; Applied Power Industries, Inc., Butler, Wis.; Ark-Les Switch Corp., Watertown, Mass.; Atchison Trans-Power, Inc., Crystal Lake, Ill.; John S. Barnes Corp., Rockford, Ill.; Borg-Warner International Corp., Chicago; Carling Electric, Inc., West Hartford, Conn.; Chrysler Corp., Detroit; Clark International Marketing S.A., Brussels; Dana Corp., Fort Wayne, Ind.; Esco Power Transmission Engineering Co., Brussels, representing: Tyrone Hydraulics, Inc., Corinth, Miss.; Sier Bath Gear Co., Inc., North Bergen, N.J. and Reeves, Division, Reliance Electric & Engineering Co., Columbus, Ind.

Federal-Mogul Corp., Detroit; Grad-Line, Inc., Woodinville, Wash.; Ingersoll-Rand Co., New York; Lincoln St. Louis, Division, McNeil Corp., St. Louis; Lourdes Industries, Inc., Farmingdale, N.Y.; Masten-Wright Corp., New Haven, Conn., representing: Allied Control Co., Pantsville, Conn.; Atkomatic Valve Co., Indianapolis; Check-All Valve Mfg. Co., Inc., Des Moines; Deltrol Corp., Fluid Components Division, Bellwood, Ill.; Tryco Products, Inc., Westfield, Mass. and Versa Products Co., Inc., Englewood, N.J.

Minnesota Automotive, Inc., Mankato, Minn.; Motorola Automotive Products, Inc., Franklin Park, Ill.; W. H. Nichols Co., Waltham, Mass.; C. E. Niehoff & Co., Chicago; North American Clutch Corp., Milwaukee; Parker-Hannifin Corp., Cleveland; Perfection American, Inc., Harvery, Ill.; Quabbin Industries, Inc., Belchertown, Mass.; Racine Hydraulics, Division, Rex Chainbelt, Inc., Racine, Wis.; Rosan, Inc., Newport Beach, Calif.; The Superior Electric Co., Bristol, Conn.; Thomas Industries Inc., Louisville, Ky.; Williams Air Controls Division, Omark Industries, Portland, Ore.

Japanese show ends with $10 million in projected orders

Six countries mount exhibitions; 39 U.S. manufacturers participate

The U.S. Department of Commerce sponsored an electronics production equipment exhibition in the Japan Electronics Show Oct. 1-7 in Osaka and came home with $1.6 million in confirmed orders and estimates for the coming year of $10.1 million.

Thirty-nine American firms representing 46 companies drew 7,916 registered visitors to its displays. Five companies were seeking Far Eastern agents/distributors through the show and each signed a representative before it closed.

Canada, France, West Germany and the Netherlands mounted national commercial exhibitions with the U.S. and Japan.

Primary marketing objectives were achieved by 32 companies and 13 indicated partial attainment of exhibiting goals.

U.S. exhibitors

U.S. participants were: Airborne Instruments Laboratory, Div., Cutler-Hammer, Inc., Deer Park, N.Y.; E. D. Allmendinger Inc., New York; American Optical Corp., Buffalo, N.Y.; Applied Materials Technology, Inc., Santa Clara, Calif.; Bishop Graphics, Inc., N. Hollywood; Barnes Corp., Lansdowne, Pa.; Branson Instruments, Stamford, Conn.; Chemcut Corp., State College, Pa.; Cimron Division, Lear Siegler, Inc., San Diego, Calif.; Dea Products, Inc., Tempe, Ariz.

Dee Electric Co., Chicago; EG & G, Inc., Boston; Eubanks Engineering Co., Monrovia, Calif.; Excellon Industries, Torrence, Calif.; B. Freudenberg, Inc., New York, representing: BTU Engineering Corp., Waltham, Mass.; Affiliated Manufacturers, Inc., Whitehouse, N.J. and Universal Instruments Corp., Binghamton, N.Y.

General Radio Co., West Concord, Mass.; Hamco Machine & Electronics Corp., Rochester, N.Y.; Headway Research, Inc., Garland, Tex.; Hollis Engineering, Inc., Nashua, N.H.; Hugle Industries, Inc., Sunnyvale, Calif.; Leesona Corp. and Lorlin Industries, Inc., Danbury, Conn.; Micro Tech Mfg., Inc., Worcester, Mass.; Monte Tool Associates, Hayward, Calif.; Optical Coating Laboratory, Inc., Santa Rosa, Calif.; Perkin-Elmer Corp., Laser Products Department, Wilton, Conn.; Research Instrument Co., Inc., Westbury, N.Y.

Rocke International Corp., New York; Signetics Corp., Sunnyvale; Simonds Machine Co., Inc., Cambridge, Mass.; Sola Basic International, Milwaukee; Sommer & Maca Glass Machinery Co., Chicago; Speedfam Corp., Des Plaines, Ill.; Superior Electric Co., Bristol, Conn.; Teradyne, Inc., Boston; Union Carbide Corp., New York; United States Dynamic, Needham Heights, Mass.; Unitek Corp., Monrovia, Calif.; Watkins-Johnson International, Palo Alto, Calif.

EQUIPMENT INSPECTIONS and business discussions continue at the October exhibition in the Japan Electronics Show at Osaka. Below, one of the instruments on display attracts a customer's attention.

PLASMA MACHINES AND RELATED EQUIPMENT, below, comprised the Monte Tool Associates booth. Monte was one of 39 American companies representing 46 manufacturers which took part in the show.

Do you have *OBR?

Several thousand business firms do (On Sept. 15, 1969—2,793 to be exact). Some of them have had it for more than 80 years.

* **OVERSEAS BUSINESS REPORTS**—a special subscription series—brings you more than 100 briefings from ALL world markets for your product. These exclusive reports are based on dispatches sent from-the-scene by U.S. Foreign Service officers at 117 embassies around the globe. And prepared by country desk officers in Washington.

NOW you can have one of the world's best international business information services working for you at less than $1.50 a month.

When you join the successful exporters who depend on OVERSEAS BUSINESS REPORTS, you'll get specific country information published under these 8 major areas of interest—

SELLING—discusses import channels . . . import requirements . . . distribution practices . . . commercial practices . . . marketing aids . . . government procurement . . . business travelling.

ESTABLISHING A BUSINESS—reviews investment climate . . . legislation governing investments . . . business organization . . . employment . . . industrial property and copyright protection . . . taxation . . . availability of capital . . . basic economic facilities . . . investment information services.

BASIC DATA ON THE ECONOMY—presents information on geography, population, culture, language, religion, standard of living, government . . . economic structure . . . industrial activity . . . communications, transportation . . . labor force . . . finance . . . foreign trade . . . government role in the economy . . . business, economic outlook.

FOREIGN TRADE REGULATIONS—outlines trade policy . . . import tariff systems . . . special customs provisions . . . internal taxes . . . shipping documents . . . marketing and labeling requirements . . . nontariff import controls . . . export controls . . . U.S controls.

MARKET INDICATORS—shows you statistical compilations on population, growth rate . . . national product . . . production . . . foreign trade . . . gold, foreign exchange holdings . . . education.

FOREIGN INVESTMENT LEGISLATION—explores permitted areas of investment . . . incentives . . . repatriation of capital and profits . . . validity of period of investment . . . assurances against nationalization . . . administration and procedures . . . guides to investment policy. Also includes texts of current investment legislation.

MARKET FACTORS—analyzes current business outlook . . . scope, nature of market . . . competition . . . market for selected products.

MARKET PROFILES—illustrates current status of foreign trade . . . foreign investment . . . finance . . . economy, business activity . . . natural resources . . . consumers.

Mail to: OP&I/DIB Subscription Service
U.S. Department of Commerce
Washington, D.C. 20230

Gentlemen: Please start my subscription to:

OVERSEAS BUSINESS REPORTS

☐ Annual, $16 ☐ Overseas, $21

Enclosed $_____. Send check, money order payable to the Superintendent of Documents. Or, charge Deposit Account No. _____.

Name.....

Address.....

City, State, ZIP.....

OVERSEAS BUSINESS
reports
U.S. DEPARTMENT OF COMMERCE, Maurice H. Stans, Secretary
BUREAU OF INTERNATIONAL COMMERCE, Harold B. Scott, Director
Selling in Belgium

Indonesia gains continue

Inflationary pressures contained; aid helps U.S. remain top import supplier

Inflationary pressures in the Indonesian economy were generally contained during the first three quarters of 1969, according to the Economic Trends Report from the U.S. Embassy in Djakarta. Retail prices and exchange rates have been relatively stable since early in the year. Major contributors have been growing exports, continued foreign assistance, selective credit restrictions, relatively high interest rates, and, above all, returning confidence in the rupiah.

Indonesian investment and output, however, have apparently not been growing rapidly. The Five-Year development program initiated Apr. 1 is handicapped by limitations in infrastructure, managerial resources, and planning data. Public investment from the development budget has recently speeded up somewhat, however, and considerable funds have been mobilized for investment from tax revenue and the public's savings in state banks.

The Indonesian Government still places a high priority on stabilization, having recently taken measures aimed at assuring adequate supplies of rice, wheat flour, and other basic commodities. But the policy emphasis has shifted toward development. Money has become less tight as state-bank interest rates have been lowered on both loans and time deposits. Import of aid-financed items essential to development has been facilitated by special rupiah import credits.

Foreign aid helped

Indonesian stabilization and development measures have been supported by substantial foreign assistance and capital inflow. Since 1966 Indonesia's principal Western creditors have deferred payments due them on Indonesia's external debt and have extended about $1 billion in new aid.

Of this, about $550 million was disbursed in 1967-68; about $500 million will probably be made available in 1969 by donors from the Intergovernmental Group for Indonesia (IGGI), which now includes the World Bank and specialized agencies. Already this year nonfood agreements signed by principal donors amount to: Japan, $110 million; United States, $83 million; World Bank, $75 million; Netherlands, $28 million; and Germany, $25 million. Projects in various stages of consideration by IGGI countries include electric power, transport rehabilitation, fertilizer production, and telecommunications.

In April the International Monetary Fund (IMF) signed its second standby agreement with Indonesia, agreeing to make available $70 million (about $18 million more than in 1968) in balance-of-payments assistance. The IMF, World Bank, UNDP, UNESCO, and FAO maintain resident missions which, along with foreign economists under private contracts, also advise Indonesian departments on economic planning and administration.

The United States has had a sizable share in this multilateral effort and has consequently become one of Indonesia's largest trading partners. Over $400 million in U.S. grants or long-term credits have been extended since 1966, largely for agricultural commodities. In 1968 this was reflected in an increase of more than 100% in U.S. exports to Indonesia.

The Indonesian Five-Year Plan projects rapidly increasing imports of capital goods and cotton, financed partly by a continued high level of aid from the United States and other donors. Commercially-financed U.S. exports to Indonesia rose last year and featured various machinery items which have favorable competitive prospects.

Leading U.S. imports from Indonesia are oil (growing most rapidly), rubber, coffee, and spices.

In good position

U.S. firms may be in a good position to supply many of Indonesia's requirements on quite competitive terms. The recent cancellation of U.S. additionality restrictions on BE credits has freed the following U.S. goods for aid financing: lubricants, engines, turbines, centrifuges, railway locomotives, and pumps. Indonesian buyers are also likely to be attracted by U.S. vehicles and parts, construction and mining machinery, agricultural equipment, Diesel generators, aircraft, pharmaceuticals, paper products, tinplate, steel products, telecommunications equipment, office machines, and computers.

Private investment activity

The private foreign investor has also returned to Indonesia. A large number of foreign investment proposals accepted in principle by the Indonesian government have been in the field of manufacturing. Oil, however, has been the object of the greatest capital inflow and is one of Indonesia's main foreign-exchange earners. On a gross basis, oil exports equaled $299 million in 1968 and have grown an average 18% per year during the past two years.

More than 25 foreign companies are engaged in petroleum exploration in Indonesia on the basis of contracts with Pertamina, the state oil company. The onshore and offshore areas that have the best prospects for producing oil have now been taken, but they may be later relinquished and Pertamina is expected to open bids for new areas in late 1969 or early 1970.

Aside from oil, it is estimated that several million dollars per year in private direct investment may have flowed into Indonesia in the past two years. The Indonesian Government has approved mining contracts with six foreign companies. If all the operations tentatively provided for in these contracts should actually be carried out, total investment would be $451 million. Ten foreign banks have established branches in Djakarta and 15 airlines offer international service; Bali airport was opened for international jet service in August. Swiss, Japanese, and West German companies have recently contracted to provide short-term credits and managerial/technical services for the Indonesian rice intensification program, a key development project.

In the manufacturing field, foreign companies have concluded agreements to establish plants in Indonesia for assembly of commercial motor vehicles and for production of food, other consumer goods, and pharmaceuticals. More than 100 foreign companies have signed investment contracts since the Foreign Investment

Law was enacted in January 1967. While noting their desire to avoid having Indonesia's economy dominated by foreigners, top government officials have repeatedly stressed the value of foreign investment in providing a new impetus for the country's economic growth.

Various measures taken by the Indonesian Government have facilitated official and private capital inflow. Virtually all foreign assets nationalized in 1964-65 have now been returned to previous owners. Last May Indonesian importers of relatively essential goods were accorded two-month prefinancing credits (backed by Central Bank discounts) for 75-80% of the rupiah value of Australian and U.S. BE credits and 50-60% of the value of BE credits extended by other donors. French and British crumb-rubber plants, an important element in export-development plans, have been exempted from import duties. With some exceptions, imports of finished commercial vehicles were ordered banned after July 1 to protect the market for assemblers.

The Indonesian Five-Year Plan accords a leading role to inflow of official foreign capital, which is projected at an average of $550 million per year (excluding debt repayment) and represents 57% of total investment funds for 1969-73. Indonesian absorptive capacity will naturally affect the actual future rate of foreign-aid inflow. To date, the United States has had a sizable share in the debt relief and new aid extended to Indonesia.

Annually during 1967-69, the United States has agreed to reschedule Indonesian installment payments due on the total debt principal of $120 million extended prior to July 1, 1966. During 1966-68 the United States extended $283 million in new aid to Indonesia. About $193 million consisted of agricultural commodities under PL-480 concessional credit terms (10 years' grace, payments over 30 years thereafter). For purchases of relatively essential items, commodity dollar loans totaling $63 million were made to the Indonesian Government, which sold them to importers as "BE credits".

Nonfood agreements concluded by the United States to date in 1969 consist of $44 million in BE credits; a $6.3-million development loan for expansion of the Gresik cement plant; $32 million of cotton and $1 million of tobacco (including shipping) under PL-480 credits; and a $5-million grant for technical aid.

Hampered by time and cost factors, the $44 million in U.S. BE credit has been sold at an average rate of under $2 million per month since its introduction in late June. It is expected, however, that over one-third of the low-interest, medium-term investment credits offered by state banks for 1969/70 will be used to buy aid-financed imports of capital goods in the near future.

Moreover, in May state banks were offered Central Bank liquidity credits at 0.5% per month to cover state-bank loans up to 75-80% of the rupiah value of the most essential (Category A and B) imports financed by U.S. BE credits; the charge to Indonesian importers is only 1% per month for prefinancing up to two months before delivery. The impact of these measures is only beginning to be felt. Rupiah credits covering imports of PL-480 commodities are accorded the lowest state-bank interest rates: 1% per month for nonfood items and 0.5% for food.

Potentially large market

A potentially large commercial market and supplier, Indonesia is currently limited by its shortage of foreign exchange and by the slow development of its export industries. Over 40% of Indonesia's imports in 1968 were aid-financed. The United States was the largest supplier, followed by Japan. The United States ranked second to Japan as a customer, slightly ahead of Singapore whose purchases from Indonesia almost doubled last year.

U.S. exports to Indonesia in 1968 rose about $100 million over the 1967 level and amounted to $169 million. The increase was mainly due to increased deliveries of aid-financed commodities, which totaled $116 million and consisted of $28 million in BE credits and $88 million in PL-480 commodities (rice, wheat flour, bulgur, and cotton).

Commercially-financed U.S. exports to Indonesia also grew significantly—from about $39 million in 1967 to more than $53 million in 1968. They included $8 million in fertilizer but, as in previous years, consisted mainly of machinery and equipment, especially motor vehicles and appliances (about $8 million apiece), and power-generating equipment and special industrial machines ($6 million apiece).

During Jan.-Sept., U.S. exports to Indonesia totaled $129 million and featured virtually the same types of engineering products, as well as PL-480 commodities.

For non-aid imports, financing of rupiah costs by Indonesian state banks is limited to fertilizer. The Indonesian Government may, however, accept as much

INVESTMENT IN DEVELOPMENT PROJECTS has speeded up somewhat, and numerous foreign private investments should help spur Indonesia's construction industry. Below, Gresik Cement Plant near Surabaja.

as $125 million in short- and medium-term supplier credits, if extended. Some foreign exporters additionally extend credit by confining transactions to overseas banks. The requirement that customs duties be prepaid on some categories of essential imports was rescinded last April.

A general entrepot, which opened in Djakarta Apr. 15 and by September was being utilized to only a small proportion of capacity, provides storage facilities outside of Indonesian customs, making possible some alleviation of time/distance difficulties for exports from the United States and other distant countries.

Japan, Hong Kong, Singapore, and Taiwan, among others, have recently sent trade missions to Indonesia. Generally speaking, U.S. companies have been somewhat less active than their competitors in developing the market, in dealing with Indonesia's complicated trade regulations, and in overcoming Indonesian bottlenecks in economic information, negotiation, and qualified local representation. Those U.S. companies which have devoted more effort and imagination to expanding their volume of business in Indonesia have had satisfactory results.

U.S. imports from Indonesia in 1968 amounted to $175 million, slightly under the relatively high level of the two previous years. A $10-million increase in oil imports was offset by a decrease of a like amount in rubber imports. With the exception of oil and rubber (about $52 million apiece), the leading commodities in this commerce were coffee ($35 million), spices ($18 million), and tea ($6 million). During Jan.-Sept., the same commodities predominated in U.S. imports from Indonesia; their total, $144 million, implies a rate greater than in 1968.

What the future holds

Prospects for U.S. imports from Indonesia are further brightened by recent moves of the Indonesian Government to start developing export industries. Indonesian procedures have recently been stiffened regarding packing, documentation, and quality control of human hair and wigs exported to the United States. Crumb rubber is being produced and shipped abroad as a result of a campaign to upgrade exports. The Indonesian Government is attempting to improve quality control of copra and coffee and to keep Indonesian copra prices competitive on the world market.

On the U.S. export side, existing aid commitments imply shipments of at least $80 million in rice, wheat flour, cotton and cotton yarn, and tobacco in 1969. During Jan.-Sept., U.S. exports of $129 million included these commodities and some $35 million worth of machinery and transport equipment. According to the Indonesian Five-Year Plan, imports are scheduled to grow 90% in the next five years, with consumer goods falling from 40% of the total in 1968 to 10% in 1973/74. Food imports, tentatively estimated at $175 million for 1969/70, are scheduled to fall to $67 million in 1973/74; imports of raw cotton and cotton yarn are expected to rise from $70 million this year to $120 million. Capital-goods imports are projected to rise over 100%.

U.S. firms continue to play a substantial part in foreign private investment in Indonesia. Oil is the most active U.S. investment sector, and major programs begun three years ago may be approaching the payoff stage. Caltex oilfields in Central Sumatra produce about 80% of Indonesia's crude oil. Stanvac facilities in South Sumatra refine petroleum products and provide gas for a nearby fertilizer plant. About 20 U.S. companies are involved in the oil search on- or off-shore.

In regard to forestry investment, which is expected to yield quick returns in production and export, U.S. companies have already signed several leases. In mining, Alcoa, Freeport Sulfur, and a consortium including U.S. Steel and Newmont Mining have signed contracts for exploration for bauxite, copper, nickel, and other minerals. If commercial development is ultimately decided, the minimum combined investment of the companies involved would total $295 million.

Goodyear plans a $6-million expansion of its tire plant in Bogor. An ITT-built satellite communications ground station has started commercial operation. Branches of the Bank of America, Chase Manhattan, First National City, and American Express have been in operation for over a year. In all, about 50 U.S. companies have established local offices.

Much has already been done to improve the investment climate. Under the Investment Guaranty Agreement signed by the U.S. and Indonesian governments in January 1967, nine guarantees against noncommercial risk and one against commercial risk have been issued to U.S. companies. The Indonesian Foreign Investment Law enacted that same month authorized other privileges for foreign investors.

In the Indonesian Five-Year Plan, private capital inflow is projected to increase rapidly, to average $115 million per year, and to provide 14% of total investment funds during 1969-73. An Indonesian official recently stated that foreign investors should appreciate economic nationalism in newly independent countries as a positive constructive force. "The payoff can be great . . . if foreign enterprise can find the right accommodation."

It is notable that this statement was made during a tour of the United States by a member of an Indonesian private investment mission seeking American partners. American investors abroad have been impressed by the Indonesian Government's generally sympathetic attitude toward foreign capital.

U.S. investment to rise

U.S. private capital inflow, particularly in manufacturing ventures, will probably accelerate as Indonesian regional levies, delays in negotiation, and restrictions on business activity continue to decrease and as Indonesian infrastructure and administration are strengthened. In May President Suharto announced a plan to send information teams to the provinces to eliminate negative opinions about foreign investment.

IDA credits aid Indonesian electric power project and Ethiopian agricultural scheme

The International Development Association (IDA), an affiliate of the World Bank, has approved credits equivalent to $15 million to Indonesia for an electric power project, and $3.5 million to Ethiopia for agricultural development.

The Indonesian Government will make the proceeds of the interest-free credit available to Perusahaan Listrik Negara (PLN), which is responsible for the public supply of electric power throughout Indonesia. The IDA credit will help to finance two of the firm's most urgent requirements: the improvement and expansion of the electricity distribution system in the capital of Djakarta and its environs; and the provision of consultants' services to improve the organization and efficiency of PLN and to provide assistance and training in operations, engineering, finance and management.

The credit to Ethiopia, also interest-free, will help to finance a $5.1 million integrated scheme to improve and increase agricultural output in the Wolamo region of southern Ethiopia. It combines the provision of about 230 miles of minor roads and farm tracks, five marketing centers, four coffee-processing factories, water supplies, agricultural credit and the technical staff and administrative structure to plan and carry out the project.

Austria still in upswing

Growing economic prosperity creates demand for broad variety of imports

By Office of Commercial Attache, U.S. Embassy, Vienna

The upswing in the Austrian economy noted in 1968 is continuing. During the first half of this year, the country's gross national product (GNP) increased at the rate of nearly 6% annually, and this pace will probably be maintained for the rest of the year. The GNP advanced only 4% in 1968.

Industry growth during the first half exceeded expectations, although some of this improvement was due to exceptional short term factors, and there is still a need for a number of structural improvements in the economy.

It is noteworthy that exports, which profit from favorable economic developments in Austria's traditional trade partners, is no longer the only pillar of the expanding economy, as was the case at the beginning of the year. This role is being shared by domestic consumption and investment, which had slowed down temporarily but have now also picked up. Wage increases which became effective in July are expected to be a further stimulus to the growing private consumption, and sales of durable consumer goods are likely to profit most.

The increase in the Austrian bank rate from 3¾% to 4¾% in September has prompted some concern that the much-desired revival in investment activity might be retarded, but in general the new rate is not seen as significantly affecting investment decisions in Austria, since the local rate is still lower than that in neighboring European countries.

Imports on rise

Expanding production, investments and consumption draw higher imports in their wake. During the first seven months of the year, total Austrian imports amounted to about $1.6 million as compared with imports of $1.4 million in the same period of the previous year. The share of goods purchased directly from the United States was 2.9 and 3.4%, respectively.

To a substantial extent, this drop in the U.S. market share may be attributed to the steadily growing number of American subsidiaries and licensees in Europe taking over the supply position formerly held by their American parent companies. But the recent Vienna International Trade Fair demonstrated again that American brand merchandise holds a far better position on the Austrian market than the share of direct imports would indicate.

Further, while many importers purchase from American operations in Europe, there are still a large number of Austrian firms interested in establishing business arrangements with U.S. exporters. For example, one of Austria's largest supermarket chains and the country's largest retailer in toiletries and cosmetics recently expressed interest in importing American cosmetics, textiles, household articles and food specialties.

With continued prosperity, the market for consumer goods, for modern office organization, more advanced merchandise distribution systems, recreational facilities and equipment is promising a steady growth. Hospitals have developed long-term modernization programs, the use of programmed teaching is spreading and, above all, Austrian industry is becoming increasingly aware of the need to specialize and to discontinue traditional but non-competitive lines, as well as the need to spread out into new fields of production.

Although Austria has always welcomed American investments, the number of U.S. manufacturing enterprises having subsidiaries in Austria is—in contrast to those of other foreign countries—still small. The Austrian Government has intensified its efforts to attract foreign investors, particularly Swiss and American (see INTERNATIONAL COMMERCE, Aug. 18, p. 24). A Special Information Center was set up for this purpose at the Ministry for Trade, and the Trade Minister himself recently made a tour to the United States inviting U.S. investors to Austria. The main interest of the Austrians is to attract new ideas and techniques of production and management into the country.

Since this campaign got under way, at least four American manufacturing companies have undertaken negotiations to establish branches in Austria, and it is expected that more will follow. In addition, two more U.S. banks are discussing branch operations in Austria. Firms setting up operations in Austria find that it is a good spot from which to cover the EFTA area and is ideally located for penetrating East European markets.

Not only investors but also American exporters can profit from this latter advantage, and many Austrian trading firms experienced in the intricate commerce with East European countries have repeatedly informed the U.S. Embassy in Vienna that they see good market opportunities for selling American products there. With this prospect in mind, one of America's major chemical companies has just decided to set up a sales office in Vienna.

Acrylic fiber plant going up in Peru

Construction has started in Peru on a $12 million plant to produce 500 metric tons a month of acrylic fiber. The plant is scheduled for completion in 1971-72. Reputed to be the largest plant of its kind in South America, it has been praised by the Peruvian Government as attesting to the confidence that foreign investors have in Peru.

The plant is being built for Bayer Industrial S.A. and is planned to meet the acrylic fiber needs of Peru, Chile and Bolivia. The plant comes under the Complementary Petrochemical Industry Agreement signed in July 1968 by Peru, Chile and Bolivia. Under the terms of the Agreement, Peru can ship fiber to Bolivia and Chile duty free while competitive products from other countries will be taxed up to 50% of c.i.f. value. Bolivia and Chile have agreed to discourage the construction of competitive plants in their own countries by not granting investment incentives for such projects until 1973.

The Peruvian Government has agreed to discourage the construction of competitive plants in Peru as provided under the Peruvian Industrial Petrochemical Law. Under the Law, the Government will allow the firm to import certain materials duty free, exempt the plant from certain sales taxes and permit the company to reinvest up to 100% of its profits free of tax. The company has agreed to maintain production to meet the needs of the Peruvian market. The parent company, a German producer of chemicals, has agreed to accept 30% Peruvian capital in the local subsidiary.

In 1968, U.S. firms supplied about 25% of the Peruvian market for acrylic fibers of 2,745 metric tons, and Japanese firms about 23%.

Panama economy healthier now after slow first quarter in 1969, political disruptions last year

Public works program of new Government has been key factor in business comeback; U.S. still country's major trading partner

After a slow first quarter in Panama, most indicators show fairly substantial improvement in economic activity. Panamanian businessmen generally consider conditions normal or improved when comparing this year with last, a year marked by political disruptions. However, there has still not been a return to the boom conditions characterizing 1967 and earlier years.

Panama's economic interests continue to be closely associated with the United States. The United States is the nation's most important trading partner. U.S. private capital investment has been traditionally welcomed. The economy is characterized by a sophisticated private sector and an understanding, despite transitory political problems, of the interrelationships of the private and public sectors. The dollar circulates as the only paper currency. Against this background, continued opportunities should arise for participation of U.S. private capital in Panama's growth. Joint venture operations in industry, commerce and construction could be particularly attractive.

Over the long run, particularly in view of Panama's commercial ties and appreciation for U.S. products, opportunities should arise for fulfilling various equipment needs required under Government investment programs.

Officials are confident

Officials of the Provisional Government express confidence that real Gross National Product growth, projected at about 7% for 1969, will exceed that of 1968. They feel that 1970, which should see fairly substantial inputs of public investment in infrastructure development, will witness a full return to a period of sustained growth, at about 8% or above per year.

Businessmen by-and-large also view Panama's long term growth potential with optimism, and feel that Panama's traditional good climate for private enterprise will continue to offer excellent opportunities for both domestic and foreign investment. But in a period of political transition the immediate picture is clouded by a degree of uncertainty.

Private construction activity, as measured by dollar value of permits issued in Panama City during the first six months of 1969, increased moderately over the corresponding period in 1968, a good year itself for construction. Preliminary banking data suggest continued growth in both deposit and loan activity.

Nevertheless, tightness of money in world money markets has put pressure on domestic liquidity, in effect raising the cost of domestic investment and resulting in some increase in assets held abroad both by individuals and the banking system. Private investment is generally reported as sluggish (this seems to be corroborated by a decline in capital goods imports); increases in labor intensive public investment, however, may have been sufficient to maintain total investment at its previous level, sustain consumer demand and produce favorable employment effects.

Pump was primed

A major factor in improving business conditions is the government's short-term public works program. Impressive work has been in full swing for the past several weeks, particularly in Panama City. This program includes street widening and repair projects, public building renovation and new construction. In support of the program a large shipment of heavy construction equipment was received from U.S. commercial suppliers late in July and was immediately put into service. In addition, while not considered part of the Emergency Program, construction of facilities for the forthcoming 1970 Central American and Caribbean Games—a new stadium, gymnasiums, housing for athletes and other facilities, at a reported cost of some $8 million—is proceeding at a rapid pace.

According to press reports, public sector investment should pump some $40 million into the economy during this year. The impact of investment on this order, in combination with favorable seasonal factors—Christmas and the beginning of the dry season—assures continuing improvement in economic activity, especially consumer demand, at least through the final quarter of the year. Since Panama follows a fairly liberal trade policy, this should be reflected in rising imports of consumer goods in the coming months.

Economic policy considerations have been a primary motivation in undertaking such heavy disbursements at this time. Since Panama lacks usual monetary policy tools for money creation, the Government resorted to foreign borrowing to supplement liquidity needs.

In a recent press release, the Provisional Government's Planning Bureau announced that total public sector investment amounting to some $500 million is envisioned over the next five years (1969-74), and that negotiations are under way for external financing amounting to about $150 million in support of projects. The balance is to be made up from domestic resources.

World Bank power loan

The release also announced plans for signing a loan agreement early in January with the World Bank for $34.2 million to be used in connection with the 150,000 kilowatt Bayano River hydro-electric project, which could get under way in 1970. While not specifically mentioned, work on the much needed expansion of Panama City's water supply system, financed in part by a $15 million Agency for International Development loan, could also be started in 1970.

This projected large-scale investment is in implementation of the government's ten year "National Development Strategy," a five point plan for exploiting existing and potential sources of wealth, particularly relating to Panama's geographic position and the Panama Canal. The strategy embraces as well a national economic integration effort to bring bypassed regions into the mainstream of economic life (including road and electrification projects), and proposals for institutional, social and cultural development.

The strategy places priority on improving the Colon Free Zone, development of an air transport and related industrial processing center, tourism, stimulating further development of the banking system for providing enhanced international and domestic services, mineral resources, and agricultural development. Special note is taken of the importance of foreign investment participation in export industries. Undoubtedly priorities within the

strategy will shift as the feasibility of individual projects and availability of resources are determined.

According to the Minister of Finance, ordinary revenue collections through Sept. 15, some $84.1 million, were approximately 14.3% above a similar period in 1968. This is well above preliminary budgetary estimates at the start of the year. At mid-year, income tax collections, some $17.1 million out of total ordinary revenue collections of $60.8 million, continued to lead other sources, reflecting improved tax administration and a better collection effort.

The Central Government's Ordinary Budget, which provides for current expenses and some investment-type expenditure, showed a much smaller seasonal deficit than was the case on June 30, 1968. Government officials anticipate even heavier collections for the balance of 1969 that will more than cover the Central Government's current expenditure needs, leaving a small net saving for investment. Obviously, however, this saving will only form a fraction of total public sector investment for the year.

System working well

The Treasury Bill system introduced earlier in the year as a method for financing the government's commercial debt through the banking system appears to be working well. Commercial sources report that payment lags, which in prior years often ran nine months or more, have been cut to 60 days. In a further fiscal policy development, the Government is studying new tax reform proposals as a follow-on of the highly successful 1964 tax reform.

Although high interest rates in money markets elsewhere are having an undeniable effect on local banking, the Panamanian banking system is continuing to show growth in loan activity and in deposit levels.

As of Mar. 31, 1969, the balance of loans outstanding, at $312.1 million (including both domestic and foreign loan portfolios), was 16.6% higher than a year ago, which in turn was 6.1% above the March 1967 balance.

An analysis of new loans placed during the first quarter suggests some portfolio adjustment in favor of loans abroad, although the bulk of the business is still domestic. Thus, the share of foreign loans in total lending nearly doubled from 6.1% in the first quarter of 1968 to 11.4% in 1969. In absolute terms the entire increase was almost equally shared between domestic loans and foreign loans. New loans to domestic borrowers were $7.1 million (or 8.9%) higher than in the first quarter a year ago while foreign loans between the two periods more than doubled, increasing by $5.6 million (107.9%).

The rate of deposit formation roughly paralleled the expansion in lending. At the end of March 1969, deposits, including governmental accounts but excluding inter-bank deposits, totaled about $270.1 million, up 15.2% from the previous year. Individual foreign and domestic deposits (i.e., excluding governmental and certain other deposits) accounted for $234.8 million of this total, an increase of some 11.3%. There was a slight decline in foreign demand deposits, while foreign time deposits—a much larger item—increased by 22.2%.

On the whole, available banking data for the first six months of this year, including fragmentary second quarter data, would seem to bear out the assumption of some sluggishness in overall economic activity during the first quarter followed by an upturn in the second. Scattered reports of some holdback in private investment decisions, even while consumer demand has remained strong, would seem to be borne out by the fact that commercial and consumer loans over the six month period appear to have shown very substantial increases, while loans to industry were at about the same dollar level as for the first semester in 1968.

Strong export growth

The f.o.b. value of Panama's commodity exports, which increased by about 10% in 1968 over 1967, should show even stronger gains during 1969. Preliminary data for the first six months show a 16.6% increase over the same period in 1968. Sales abroad of the principal export item, bananas, at $30.9 million, were up 18.8%, while petroleum product exports, slightly off the mark last year, were up by 25%.

On the basis of these data, a projection of some $110 million in earnings for the year may be made, which would be about 17.9% above last year. Should recent hurricane damage in neighboring countries be reflected in higher world prices for bananas, earnings could be higher.

Import costs (also f.o.b.) for the first half, some $120.6 million, were only 6.8% higher than the same period in 1968. Moreover, the dollar value of capital goods imports as against consumer and intermediate goods declined, from $19.8 million in the first half of 1968 to $17.7 million in 1969. The decline took place entirely in the first quarter.

It is difficult to make projections on the basis of first half import data since the picture is distorted by the effects of the U.S. shipping strike earlier in the year. (The strike caused a sharp drop in first quarter U.S. exports to Panama.) It seems likely, however, that there will be a higher rate of import growth than normal, and an improvement in the U.S. share of the market, during the final half of the year. Recent purchases by the Government of heavy construction equipment will show up in second half data.

Gross earnings from the Canal Zone, mostly service items and commodities imperfectly reflected in official trade data, should increase again this year. From 1967 to 1968 such earnings increased about 11%, to some $149.2 million.

Improvement on the export side in the balance-of-payments goods and services account seems probable for 1969. If imports of goods and services do not rise too sharply in the second half, Panama's chronic current account deficit (listed at $36.9 million by the International Monetary Fund for last year) should ease somewhat.

There is lively and increasing interest in the possibilities of Panamanian copper and off-shore petroleum resources. Regarding the former, the Ministry of Industries and Commerce has just issued a call for bids for exploration rights in the 40,000 hectare Petaquilla area in Colon Province.

According to press accounts, some 49 companies have now expressed interest in these discoveries. While ground rules for petroleum exploration have not yet been worked out, a number of foreign companies reportedly feel that off-shore oil may exist, particularly in the Gulf of Panama region. They are currently discussing exploration rights.

Panama's existing refinery, on the basis of mid-year data, should improve on last year's production and export figure. The refinery processes imported crude for both domestic use and for export. According to press reports, plans for building a $35 million petrochemical complex adjacent to present facilities are progressing.

Potential best sellers

The U.S. products with the most potential for the near future in Panama's market are mining machinery, agricultural supplies, fertilizers, food processing machinery, pharmaceuticals and medicaments, power generating equipment, air conditioning equipment, paper products, woven synthetic fabrics and women's nonknit outerwear.

Paraguay remains stable

Investment climate good, with some problems; trade deficit eats into reserves

Prospects are good in the foreseeable future for continued political stability and favorable foreign investment climate in Paraguay, according to the Economic Trends Report from the U.S. Embassy in Asuncion.

Despite the government's positive attitude and the favorable political environment for foreign investment, a number of negative factors combine to discourage such investment.

Persistent economic problems of several years' standing recently have been further complicated by increasing trade deficits and burgeoning external debt servicing requirements. The limited size of the domestic market and the cost to exports caused by Paraguay's landlocked location, export levies and the administrative expenses have tended to discourage large scale investment.

The country's agricultural orientation, however, provides attractive investment opportunities. The National Wheat Program, designed to make the country self-sufficient, is nearing the end of its second year. The need for planting, harvesting, grain handling and storage equipment will remain for years to come. Recent limitations on hardwood log exports have created interest among U.S. finished hardwood importers and manufacturers of saw mill equipment.

Economic situation worsens

First semester figures on the 1969 trade balance reveal the continuation of a serious deficit trend; Imports (f.o.b.) of $36.4 million (an increase of 25% over the first six months of last year) exceeded exports by $17.7 million. This trade deficit has complicated the servicing of Paraguay's mounting external debt. It is anticipated, however, that official reserves will be sufficient to meet the country's obligations through the end of 1969, although it appears that reserves will be severely pressed in 1970.

Despite the negative factors in Paraguay's economy, it still offers potential for U.S. investment. Agriculture and tourism are particularly promising. As in any country, investors should, of course proceed with caution and with the legal and technical assistance needed to insure compliance with existing laws and regulations in a new overseas environment.

The two-digit major grouping of industries of interest to potential U.S. investors in Paraguay include the following: agricultural production (01); agricultural services and hunting and trapping (07); food and kindred products (20); lumber and wood products, except furniture (24); furniture and fixtures (25); paper and allied products (26); stone, clay, glass, and concrete products (32); machinery, except electrical (35); electrical machinery, equipment, and supplies (36); transportation equipment (37); water transportation (44), and hotels, rooming houses, camp and other lodging places (70).

Paraguay's traditional agricultural export products such as tannin, quebracho extracts and meat products have been facing shrinking world markets and competition from lower priced rivals and synthetics.

Meat products, long the mainstay of Paraguay's exports, have been in decline for several years; and this decline has contributed to a very large extent to the trade deficit. For some time into the future, meat exports will remain the key to the country's trade position and its most important industry. Increases in Paraguayan and world populations and decreases or abolition of the export levies and charges, which with high transportation costs place Paraguayan products at a serious disadvantage in world markets, may eventually materialize and revitalize this industry.

Tourism offers the most promising immediate opportunities for nonagricultural foreign investors. Figures for 1969 indicate that this year's tourist influx will surpass the 1968 record and probably result in net earnings of $13 million. Both the public and private sectors have been rather slow in preparing for the large numbers of tourists. Although several international lending agencies have considered possible loans to provide for tourist facilities, and several foreign investors are studying the market, still the 1969 peak tourist season ended with a pressing need for hotel rooms and other tourist facilities.

More than half of Paraguay's working population is employed in agriculture and it is this area toward which the main development effort is directed. A government agricultural development program is attempting to raise the country's agriculture from its present undeveloped level to one emphasizing scientific advances and mechanization.

The National Wheat Program, nearing the end of its second year, has not completely fulfilled its initial goals, although it has brought about an impressive increase in domestic production.

Failure to meet the goals has been due in part to lack of machinery when needed and to a combination of too much rain at the beginning of the growing season and too little rain as the wheat came to a head. Short of expensive attempts at water control and irrigation, little can be done to solve the last problem. It appears, however, that at least one U.S. company plans to solve the first problem by importing equipment before it is needed and liberating it from customs as it is ordered. Other companies interested in the present opportunities can, of course, do the same thing.

In coming years there will be an increasing need for fertilizers as more and more virgin land is placed under intensive cultivation. If and when the wheat program is successful in reducing imports presently supplied by U.S. PL 480 sales and by Argentine imports, a large part of the $10 million (c.i.f. Asuncion) which the country currently expends in hard currencies will be saved.

Canned meat remains the largest single

U.S. in strong position

The United States remains one of Paraguay's major trading partners. It provides approximately 25% of both imports and exports; and U.S. products, especially machinery and motors, are still popular, although they are encountering increasingly formidable competition from European and Japanese products, which are offered under softer financial terms. Agro-industrial and agricultural equipment have good potential. Low cost re-built bottling, canning and packaging equipment should have a market here. Tourist related equipment and services will in the immediate future find markets in Paraguay.

export item and the largest area to date for foreign investment. Unfortunately, it has been a disappointing performer since its last good year of 1967 when it earned $19 million, or 36% of Paraguay's total exports. The problem stems from an apparent inelastic market and depressed world prices for the canned beef product which Paraguay exports. Revitalization of the meat industry will probably await industry efforts to adapt to changing world markets by adding frozen meat exports to its canned product lines and willingness to bring about the gradual reduction of export levies and fees. On a recent shipment of frozen meat to Chile, for example, these costs amounted to 28.9% of the value of the meat shipped.

Present emphasis upon further increases in sugar production next year is no doubt in anticipation of being granted a U.S. sugar quota when present U.S. legislation is amended in 1972. This emphasis, of course, suggests the possibility of markets for U.S. new or used milling equipment, particularly if Paraguay is granted a U.S. quota.

The citrus industries suffered a setback this year in its important Argentine export market because of a blight on a number of trees. The Argentines have apparently agreed to permit imports of Paraguayan fruit from certain blight-free areas, but the agreement was not reached in time to save millions of dollars' worth of perishable fruit lost because of delays at the frontier. The potential of the citrus and fruit industries remain largely untapped at the present time. The Italian firm Sanderson is constructing a citrus processing plant, but little attention has been given to frozen, concentrated citrus or other fruit lines.

Most promising field

The 1969 tourist influx of 62,000 as of July (the 12-month total for 1968 was 68,000) will result in a net exchange gain of $13 million for Paraguay. In spite of the increasing importance of tourism to Paraguay's economy, few investors have taken advantage of the potential opportunities in hotel construction, hotel equipment, catering or other tourist related activities. The delays in obtaining official permission to allow foreign investment in hotel and related facilities, or the difficulties concerned with obtaining financing, are not insurmountable obstacles to potentially rewarding investments in these areas.

No mineral deposits in commercial quantities have yet been located in Paraguay. Interest in oil exploration in the Chaco, however, resulted in the granting in early September of an exploration concession to a U.S. consortium of Morgan Davis, Schlumberger, and Pennzoil International. The group plans to begin preliminary operations as soon as possible after the formal decree has been signed and to begin drilling in about a year.

Amid reports that many construction projects in the country had ground to a halt because of an almost complete lack of cement, construction on the second stage of the Krupp-built cement plant at Valle-mi scheduled to begin in late September or October. The production of this plant when completed is expected to supply Paraguay's cement requirements.

There have been manifestations of U.S. and other foreign investment interest in Paraguay, but nothing tangible in the way of significant new investment in industry has materialized. Hotel construction, glass container, paper, and pulp are the best areas which should be considered by U.S. investors.

Discussions regarding an IDB loan of about $25 million to be used to pave the Trans-Chaco Road have been under way for several months. This 250-mile road, when completed, would link Asuncion with Filadelfia in the Chaco and would add to the existing all-weather road beginning just across the Paraquay River to Buenos Aires, and the all-weather road to the Brazilian ocean port of Paranagua. When the last link of the all-weather road from Asuncion to Encarnacion in the southeast is completed later this year, Paraguay will have several alternatives to the capricious river system upon which it now must depend.

Similarly, the opening of the 25-mile paved road from Colonel Oviedo to Villarrica will provide another all-weather link between the increasingly important Fourth Department and Asuncion.

The free port privileges which Paraguay has received at Paranagua and at Antofagasta, however, have not been fully exploited to date. In the case of Paranagua, goods passing through that port to Asuncion must pay a surcharge over the rates via Buenos Aires. Moreover, the country does not have the fleet of trucks necessary to carry the same volume now carried by river from Buenos Aires. Fully economical use of the port at Antofagasta, of course, must await large reductions in air freight rates. Paraguay will be dependent, therefore, upon the river system for some time.

Work on World Bank-financed, Brazilian-built Asuncion port extension is under way after some delays and a port and bay development program is being actively discussed. The Acaray hydroelectric power project's first 45,000 kilowatt IDB-financed, Italian-built unit has been operating successfully since early this year. Work on the second 45,000 kilowatt stage is under way. The National Electric Administration is contemplating rate reductions in December for commercial users. Hopefully, these reductions will provide an incentive to business users who now pay virtually the same rates that home users pay.

RATE REDUCTIONS FOR COMMERCIAL USERS of electric power are being considered in Paraguay. Above, the Acaray hydroelectric project, where work on a second 45,000-kilowatt stage is under way.

The money supply increased by 8.7% during the first six months of 1969. Time deposits increased by 20.3% during same period. Development projects like the National Wheat Program and increased imports have accounted for the increases of bank credits for private and business sectors of 28.3% and 16.6% respectively. Despite this, inflation has been negligible and the curb market rate of the guarani has remained near the official rate. Conservative monetary policies will probably continue to keep inflation in check and support the guarani.

U.S. pharmaceutical firms develop more new products with fewer research workers, OECD study says

Report on drug industry in nine nations attributes much of U.S. success to size of firms and multi-national nature of operations

The U.S. pharmaceutical industry excels at discovering and developing new drugs, although it employs fewer research workers than its European rivals. Ranking behind U.S. firms in the area of drug research were Swiss and German firms, and these positions were reflected in these nations' shares of the world markets.

This is one of the major findings of a report on the pharmaceutical industry in nine countries, recently published by the Organization for Economic Cooperation and Development. The nations studied were Belgium, France, Germany, Italy, Japan, Netherlands, Sweden, United Kingdom and United States.

The study, prepared for the OECD by a group of independent experts, recommends a series of measures aimed at strengthening innovation capacity in Europe, including a harmonization of drug laws, changes in patent practices and taxation policy and adapting to higher education to help meet the industry's needs for scientists and management specialists.

U.S. topped 8 of 9

Illustrating the differences in innovation, figures for the period 1950 to 1967 show that in eight of the nine countries studied the number of important marketed drugs discovered by American firms exceeded the number of such drugs from any other single country. The exception was in Germany where the national firms strongly led the market. In the Netherlands, Swiss and American firms possessed an equal share of the market.

For all European countries concerned in the OECD study, the United States was the major foreign supplier of new important drugs and Switzerland the second. For the U.S. market, Switzerland was the first foreign supplier followed by Germany.

An analysis in the report of the most important pharmaceutical innovations marketed between 1950 and 1966-67 shows that of a selected 138, 67 were American in origin, 20 Swiss and 15 were German. France originated 11 and the United Kingdom 10.

The experts in their conclusions underlined the difficulties encountered in comparing the performance of the industry in the countries studied in view of rapid changes currently occurring in the process of drug introduction and marketing. Irrespective of any existing gaps between European and U.S. companies, the experts pointed to a number of factors currently at work in individual countries which could lead to the appearance of gaps in the next few years.

Among these factors was the size of firms and its consequences on research and development. The tendency in Europe for firms to remain inside national boundaries resulted in a limited size and hence a limited research effort. Such firms, the study concludes, could not engage in wide-scale basic research as carried out by many American companies. The question of the size of the firm was also held to be an important factor affecting the development of modern marketing and management techniques.

Some 4-5,000 companies operate in the OECD area. Over 100 companies carry out substantial international business with production and marketing facilities in many countries. Of these, some 20 —mostly originating in the United States and Switzerland—are regarded as supranational companies in the report.

Seminar to view prospects for U.S. firms in Scandinavia

The Scandinavian market for U.S. business will be the topic of a one-day American Management Association orientation seminar in New York's Essex House on Nov. 20.

The session will provide a history of Scandinavian economic unity and examine the prospects that the proposed Nordic Common Market offers to U.S. companies. Experts from each country will offer an overall view of the economy of the Nordic market as a whole—the general investment climate, expected operational problems, legal implications, and other vital considerations. The meeting will also highlight one North American Company's experience in the Scandinavian market.

Write: American Management Association, AMA Building, 135 West 50th St., New York, N.Y. 10020.

German chemical firm plans $100 million plant in U.S.

One of Germany's leading chemical producers plans a $100 million investment in the United States. Badische Anilin- und Soda-Fabrik A.G. (BASF), of Ludwigshafen, has purchased unimproved real estate in the vicinity of Beaufort, South Carolina. The site is larger than the parent company's Ludwigshafen site and is to be a focal point of BASF's expanding production activities in the United States during the coming decade.

The production program will include dyestuffs, polystyrene plastics, and related products, and will be expanded during later stages for the production of intermediates, organic and inorganic chemicals. BASF plans to rely very extensively on U.S. sources for raw materials and intends to integrate this operation fully into the American economy.

The Governor of South Carolina has said that he regards the BASF investment as one of the largest industrial development projects ever made in the State of South Carolina by any firm.

Sumatra oil palm estate gets $2.4 million ADB boost

The Asian Development Bank has allotted the equivalent of $2.44 million to Indonesia for upgrading an oil palm estate in North Sumatra.

A $2.4 million loan will finance the foreign exchange costs of the rehabilitation and expansion of the Sawit Sebarang estate and a $42,000 grant will pay for a technical assistance mission to evaluate the estate's operations in the light of the latest technology and management practices.

To process the estate's projected increased yields into palm oil, the capacity of the mill will be expanded from 15 to 30 tons of fresh fruit bunches per hour by the end of 1970. The ADB loan will pay for the needed imported mechanical handling and moving equipment, including fruit cages, sterilizer cages, bulk transporters and palm oil rail tank cars.

U.S. business can profit from new plan of Swaziland

Machinery and equipment needed to reach development objectives

By WILLIAM J. McFADDEN
Africa Division, OIRE/BIC

The Government of Swaziland recently released its "Post Independence Development Plan," which sets out a R23.1 million ($32.3 million) public investment program spread out over a five-year period. The Plan looks to the private sector to spearhead economic development, with increased emphasis placed on non-British sources of foreign investment capital. Initiative for development of the economic infrastructure and agriculture will be borne by the Government.

The development program will not be financed entirely through the government's capital budget. British Development Aid of about $8.1 million, and aid from other sources, will supplement the amount to be provided by the Government.

Development of roads is the largest single project of the program budget. More than $5.5 million has been allotted for road projects over the next five years. Two major road projects—Big Bend to Phuzumoya and Tshaneni to Mlawula—are expected to cost more than $1.4 million each. Finance from the World Bank and other non-British sources will be sought for most of the road investments.

An amount of $1,680,000 for vehicles, maintenance facilities and equipment for road maintenance has been included in the Plan. Additional equipment needs are for soil conservation and dam construction. Although only $219,800 has been earmarked for 1969/70, an additional amount is being sought for this period. American exporters of machinery and transport equipment have found Swaziland to be a sizable market.

Noteworthy in the Plan is the fact that the Government will assume a major role in developing the agricultural sector of the economy; improving the living conditions of the mass of the people is the main objective of the Plan. Since 80% of the Swazis live in the rural areas, stimulation of the agrarian sector is important if balanced economic growth is to become a reality. Over $4 million has been allocated to increasing productivity, training, development of new land-use programs, etc.

For the most part, existing manufacturing industries are engaged in processing locally-produced agricultural and forest products. The most important manufacturing industries thus far established are export oriented. They include two sugar mills, a pulp mill, four sawmills, meat works, cotton ginnery and a fruit cannery. A major investment could take place if Libby, McNeill and Libby consummates an agreement to purchase an existing pineapple plantation.

Further industrial expansion is expected to be based on the country's primary products. It is hoped that processing of some of Swaziland's minerals will prove feasible, but the greatest long-term promise lies in the development of agro-industries. Although the program budget does not place any great significance on mining, this sector has been growing at a rapid rate on its own. Iron ore, asbestos and coal mining are very important to the economy of Swaziland. Since the opening of the Ngwenya iron ore mine in 1964, total mineral production has quadrupled.

The Swaziland Electricity Board will spend $3.9 million to increase power output and to investigate the possibilities of creating a thermal station. Approximately $1.3 million has been earmarked for the investigation. The source of financing, it is hoped, will be one or more grants from outside sources. No amount for the new power development program has been included in the 1969/70 budget.

Key to larger market

Swaziland provides a favorable investment climate for firms considering the African market. Because Swaziland belongs to the Southern African Customs Union (a trade agreement between Swaziland, South Africa, Lesotho and Botswana) a firm trading from that country has duty free access to any of the other three markets.

Special processing and manufacturing rights have been granted in several instances to help new industries in their early years. In 1968 improved tax incentives were announced which make the cost of business operations just about the lowest in Southern Africa; in addition to normal depreciation, initial investment allowances of 30% are now permitted with respect to new and unused manufacturing machinery and to new factory buildings. In consideration for the favorable investment climate, the Government expects the private sector to cooperate with its employment and productivity objectives by training Swazis for skilled jobs and responsible management posts.

More than 13% of the program budget has been allocated for improving and expanding secondary education and training. A long term objective of the Government is to provide free and universal primary education and make secondary education available free to all who want it and are capable of profiting from it, providing an output of professionals and technicians sufficient to meet the needs of both the public and private sectors.

American businessmen interested in additional details of the Plan or further investigation of the opportunities the Plan presents should contact: Embassy of the Kingdom of Swaziland, Mr. J. Mkatshwa, Second Secretary, 2233 Wisconsin Avenue, N.W., Washington, D.C. 20007.

India to permit importation of 30,000 tractors in move to test real size of market

The Government of India has decided to permit the import of as many as 30,000 tractors during the coming year to supplement domestic manufacture of about 20,000 units. The aim of the proposal is apparently to test the real size of the tractor market, about which there has been considerable disagreement.

The trade in India feels that the market does not exceed 40,000 per year and will grow only slowly unless ceilings on land holdings are removed. Various Indian Government sources, on the other hand, estimate pent-up demand for tractors at between 100,000 and 120,000 per year.

Most tractor manufacturers in India are strongly opposed to the new proposal, since it would allow the import of tractors at prices substantially below those of domestic models. Although no hard currency has yet been allocated, International Harvester and other western manufacturers engaged in joint ventures in India have been asked to bid on the possible supply of several thousand of the tractors to be purchased.

There is an unconfirmed report, however, that most of the sales will nevertheless go to East European countries, which currently supply about 60% of the Indian tractor market.

German tobacco buyers detail desired types of U.S. leaf

In an effort to interest more U.S. tobacco farmers to grow leaf tobacco for the German market, representatives of the major German cigarette companies accounting for about 95% of the cigarette production used the occasion of the recent visit of a South Carolina Legislative Study Committee to specify their desires.

The German industry prefers the Hicks and White Gold varieties. However, its buyers know that in certain areas of the United States farmers must grow disease resistant varieties. Among these, German buyers have found that the following varieties suit their needs: NC 2326, VA 115, and McNair 20, 30 and 14.

During the 1969 marketing season, German buyers found tobaccos of these varieties in sufficient quantity to warrant renewed purchasing on a limited scale in South Carolina, the Border Belt, as well as the Eastern and Middle Belt districts.

The German tobacco industry currently uses some 80 million pounds of U.S. flue-cured tobacco per year. In the late fifties, it progressively began to shift its purchases to the Georgia/Florida area, where today it buys an estimated 80% of its requirements. Purchases from South Carolina cover approximately 10% of the industry's needs, and those from the Eastern, Middle and Old Belts the remaining 10%.

The German tobacco industry hopes that, by spreading its purchases to other areas in the United States, it can keep its overall cost of American tobacco down.

Japan follows U.S. lead in banning cyclamate products

The Japanese Government has decided to ban completely, effective Nov. 5, the manufacture, processing and use of all cyclamates, except for rigidly controlled medical use.

A grace period will be permitted for sales of cyclamate products currently on the shelves—three months for soft drinks, four months for foodstuffs and six months for "commercial" (presumably non-prescription) cyclamate-sweetened pharmaceuticals. After the respective deadline dates, supplies remaining unsold must be withdrawn.

The Ministry of Health and Welfare considered the U.S. Food and Drug Administration research and the U.S. Government ban a sufficient basis for the Japanese Government's action. The text of the ban was published Nov. 5 in the Health and Welfare Ministry's Official Gazette.

World Bank loans will aid projects in three nations

$85.2 million will assist Argentine power, roads in Morocco, Nigeria

The World Bank and its affiliate, the International Development Association (IDA), have approved financing equivalent to $85.2 million for electric power development in Argentina and highways in Morocco and Nigeria.

A $60 million World Bank loan to Servicios Electricos del Gran Buenos Aires (SEGBA) will finance the bulk of the foreign exchange required for that firm's $247 million program to expand electric power production and distribution facilities.

In four years' time the El Chocon hydroelectric power plant, for which the World Bank made a loan of $82 million in 1968, and a new nuclear power plant at Atucha will be connected to the Buenos Aires system. SEGBA's expansion program for 1970-72 includes a 75-mile transmission ring around Buenos Aires, connections with transmission lines from El Chocon and Atucha, and the further extension and strengthening of the distribution network in the area of Greater Buenos Aires.

Africans will improve highways

A $7.3 million Bank loan, together with a $7.3 million interest-free IDA credit will help Morocco finance a $21.2 million three-year program providing for the selective strengthening, reconstruction and improvement of 209 miles of primary roads; the construction of four new bridges on important main routes; the construction of a new 107-mile road between Agadir and Marrakech, traversing an area with a promising tourist potential; the purchase of maintenance equipment and spare parts; and a transport survey of the coastal zone.

A $10.6 million World Bank loan to Nigeria will finance the foreign exchange costs of a $14.3 million project which includes the rehabilitation of a 175-mile road from Lagos, the Federal capital and main port, via Ibadan to Ilorin, and a 29-mile road from Lagos to Ewekoro; the detailed engineering of a new road from Lagos to Ibadan, and a feasibility study of an improved road connection north from Ibadan to the border between Niger and Nigeria.

Ivory Coast opens New York office to contact U.S. traders and investors

The Ivory Coast opened an Investment Development Office in New York City on Oct. 7 with the purpose of promoting American investment in the Ivory Coast and trade between the two countries. Its investment promotion effort operates in the following two ways:

► The Ministries of Finance and Planning keep the office abreast of investment opportunities in the Ivory Coast, indicating those areas where American investment is considered desirable and likely to benefit both the country and the potential investor. The Development Office then sets out to look for such investors.

► The Office can initiate contacts on its own in an effort to attract the interest of U.S. investors in overseas operations. These contacts may then lead to preliminary negotiations which may terminate in a contract permitting the American investor to do business in the Ivory Coast.

The Office also provides information to interested American businessmen on the Ivory Coast economy, including the investment code, incentives offered by the government to foreign investors, the country's fiscal and monetary policies, and other matters of interest. Finally, businessmen traveling to the Ivory Coast are assisted in meeting with government officials and other businessmen.

All inquiries regarding business opportunities in the Ivory Coast may be addressed to: Ivory Coast Development Office, 521 Fifth Ave., New York, N.Y. 10017—suite 1604-06. Telephone: (212) 869-1700.

Personal visits to the office are also welcomed from 9:00 to 5:00, Monday through Friday.

Yugoslav republic passes tax benefits for investors

The Government of Montenegro, a Republic in Yugoslavia, has passed a law granting tax reductions to foreign companies undertaking joint investment with Montenegrin enterprises. The law provides for a 60% reduction in the tax on the profits resulting from joint investments. Further, a 90% profit tax reduction will be granted to foreign investor firms which re-invest more than 20% of profits. An 80% reduction in the profits tax is provided for foreign firms who deposit more than 20% of profits in the Investment Bank, Titograd, for a period of more than three years.

Patent commissioner reiterates support for world treaty

Schuyler backs accord provided domestic-minded firms aren't hurt

The United States supports the proposed world Patent Cooperation Treaty as long as the benefits it bestows on U.S. firms in the international field do not have an adverse effect on the majority of U.S. firms who are not interested in international patent protection.

That is how Commissioner of Patents William E. Schuyler, Jr. summarized the U.S. position on the treaty at a luncheon address to the French-American Chamber of Commerce in New York's Pierre Hotel recently.

"My own personal efforts—and they precede my taking my present office—have been directed to shaping and molding the Treaty so that it will not have any such adverse effects," he said.

Schuyler stressed that nothing in the proposed Treaty will diminish the rights any applicant may have under the Paris Convention. Applicants will have the option to proceed according to the Paris Convention or the Patent Cooperation Treaty; priorities of the Paris Convention are recognized in the draft Treaty.

Thus, the decision, to use or not to use the procedures of the Treaty will be a business decision reached in each case by weighing the advantages of the Treaty against the additional international fees which must be paid, according to Schuyler.

He called the proposed treaty, which permits an applicant to effect filing in many countries by one central filing, an unprecedented giant step. "It is an exciting development which may lead to further cooperation between nations in the field of industrial property."

Loan to buy U.S. equipment for Mexican power expansion

The Export-Import Bank of the United States has authorized a $3.15 million credit to a Mexican Government power agency to assist in the purchase of U.S. equipment, materials, spare parts and related services required for the addition of three 14-megawatt gas turbine generators to its facilities.

Comision Federal de Electricidad is an autonomous agency of the Mexican Government which provides electric power for most of Mexico. The three new generators, supplied by the General Electric Co., will expand electric capacity in Ciudad Juarez and Monterrey.

German trader loses U.S. export rights

Accused of reshipping U.S.-made electronic tubes to Red China

Hans Borkmann, a dealer engaged in the import-export business in Hamburg, West Germany, has been denied all U.S. export privileges for an indefinite period for failing to account for his participation in a transaction involving a large quantity of electronic tubes that were ordered from the United States, received in West Germany, and reexported to Red China.

In April 1966, in response to an order from Borkmann, a U.S. supplier exported the tubes, valued at $4,000. When they arrived in Hamburg, Borkmann delivered them to a freight forwarder who reexported them to Red China.

The Investigations Division of the Commerce Department's Office of Export Control is conducting an investigation into the facts concerning the ordering and receipt of the tubes and their reexportation to Communist China.

Questions were submitted to Borkmann inquiring about the transaction and his part in it. He failed to furnish the information requested and the denial order was issued. The order will remain in effect until Borkmann answers the questions or shows good cause for his failure to do so.

Under the terms of the order all validated licenses in which Borkmann has an interest have been cancelled and he, his agents and employees are prohibited from participating in any transactions involving commodities or technical data exported or to be exported from the U.S.

The U.S. export control regulations provide that without authorization from the Department of Commerce, no party may trade in commodities or technical data exported from the U.S. with a party he knows has been denied export privileges by the U.S. Government.

AID helps Uruguay buy capital goods

Imports will re-equip existing industries producing for export

Capital goods for the modernization of industry in Uruguay will be imported from the United States with the aid of a $15 million Alliance for Progress loan from the Agency for International Development.

The loan will support the economic stabilization program of the Government of Uruguay and promote economic growth and development. The capital goods to be purchased from the United States will re-equip existing industries producing for export.

The loan, signed recently in Montevideo, complements a $15 million loan for agricultural development and a credit for the purchase of agricultural commodities of $18.5 million.

The $15 million loan, signed in 1968, has supported the Government's economic and agricultural program, providing for the importation of agricultural and other equipment for the public and private sectors. A remaining $4 million portion of this loan has just been made available for the importation of agricultural commodities.

The $18.5 million credit was used to purchase agricultural commodities, and the pesos realized from their sale in Uruguay have been utilized for public works and the establishment of an export promotion program.

AID guarantees Alliance housing projects in Ecuador

A private U.S. investment of $2.4 million in two housing projects in Guayaquil, Ecuador will be guaranteed by the Agency for International Development under the Alliance for Progress. This is the first such guaranty for projects in Ecuador.

The U.S. Investors are the Loyola Federal Savings and Loan Association of Baltimore, Md., which is providing financing of $500,000; Second Federal Savings and Loan Association of Pittsburgh, Pa., $900,000, and Portland Savings and Loan Association of Louisville, Ky., $1 million.

The Banco de Guayaquil will administer both projects.

American investors offered opportunities to align with West European manufacturers

Products for consideration include over-wheel volumetric meters, radiators, electronic snow warning devices, turnstiles, sterilizers

West German, Swedish and Swiss manufacturers are offering a variety of products for investors; they include: over-wheel volumetric meters, steel panel radiators for central heating, an electronic snow warning device, coin and ticket punch-operated turnstiles, and a sterilization system for granulated materials.

For additional information and the names and addresses of the firms, write the Office of International Investment, code 874, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230, referring to the appropriate File number assigned each opportunity listed below.

• A West German manufacturer of volume measuring meters would like to make arrangements with an American firm to have products made in the U.S. and to manufacture U.S. products in Germany.

The product they are most interested in having manufactured in the U.S. is over-wheel meters.

These meters measure crude oil, fuel oil, lubeoil, gear oil, kerosene (paraffin), gas oil, benzol, gasoline, liquified gases, tar, asphalt, bitumen, acids, solvents, alcohol, etc. They are also utilized for measuring fuel and oil consumption boiler feed water and condensates.

They are designed for operating temperatures ranging from 300°F. to 320°F. (in special cases up to 535°F.); for operating pressures up to 910 PSIG, and for flows of 1.3 to 317,000 U.S. gallons per hour.

Features claimed are capabilities in indication, recording, and teletransmission of flow rate and quantity, plus a capability of being calibrated, and therefore suitable for measuring of goods subject to duty, taxes, and cleaning purposes. The German company reports a particularly strong demand for the meters in the mineral oil industry. **File 1821**

• A Swedish firm which manufactures steel panel radiators for central heating is interested in contacting an American firm to make and sell their product in the U.S.

Among the features claimed for their patented product are: minimum heat distortion, no cross welding (permitting one continuous length), increased heating surfaces and greater rigidity encased in a very slim silhouette. The approximate weight of the radiators is two pounds per sq. ft. of heating surface. Water holding capacity is approximately 0.66 pounds per sq. ft. **File 1822**

• A Swiss manufacturer of road maintenance equipment and related machinery offers an electronic snow warning apparatus for manufacturing and selling in the U.S. The firm states the apparatus is already widely used by individuals responsible for snow clearance for highways, state roads, railroads, stations and airports. The functioning of the device is guaranteed for extremely low temperatures and consists of a warning device which is planned to be in the room of the responsible person and a control apparatus which can be installed outside.

The same firm offers a "salt spreader" built according to experiences gained in Switzerland and can be used for calcium chloride and fine broken rubble. The apparatus can be pulled as a trailer by jeeps and trucks and operates at a speed of 40 miles an hour.

An additional item, a one-man operated snowplow that mounts in front of a truck, is also offered. **File 1823**

• A well established Swiss firm offers manufacturing licenses for two types of entrance barriers manufactured in the form of a turnstile controlled by a coin or ticket-punch mechanism.

Locations utilizing these turnstiles are theaters, swimming pools, ice rinks, museums, exhibitions, etc.

The three arms of the turnstile are inclined at 45° to one another, so they take up less room than a horizontal type barrier, permitting entry without hand operation. It is made of weather-resistant anodized light metal. It is claimed the galvanized steel base and promatised mechanical parts with a noiseless ratchet movement require little maintenance and have a long working life.

They can be equipped according to the local needs with or without coin unit and mechanical locking for one-way transit and blocked return, with coin and electromagnetic locking instead of a cashier or with disconnected locking mechanism for free or recorded entry.

The manufacturer states the machines have been successfully used in European airports. **File 1824**

• A Swiss engineering firm offers manufacturing rights for its "sterilization system for granulate materials": food products, animal foods, pharmaceutical products, bedding for laboratory animals, etc.

The possible sterilization medias are: saturated steam, super heated steam, hot air, insert gases. Along with manufacturing rights to the equipment, the firm offers a comprehensive sterilization plant service from the project design to the commissioned installation including all conveyors, control units and auxiliary equipment.

Each sterilization plant is centered around their sterilization unit, a horizontally mounted drum having a heated double wall fitted with a mixing mechanism of paddles shaped similar to plough blades. The main advantage of the unit

Investment Assistance

To receive follow up assistance and general information about investment abroad telephone: 202-967-3786 or write: Office of International Investment, Department of Commerce (BIC-878), Washington, D.C. 20230. "P" numbers should be used when writing about specific proposals.

WTD indicates that a World Trade Directory Report containing financial and business background information on the foreign firm is available for $2 from the Department of Commerce (BIC-924), Washington D.C. 20230 or the nearest Department of Commerce Field Office.

The licensing and joint-venture proposals listed in this section are published as an informational service for U.S. firms interested in overseas affiliations. Companies responding to these opportunities should be cognizant of the present mandatory investment regulations administered by the Office of Foreign Direct Investments, U.S. Department of Commerce, Washington, D.C. 20230.

lies in the fact that the material being sterilized is kept in a suspended state, thus permitting the sterilization medium to evenly permeate the material and thereby ensuring a high degree of sterilization. This is claimed as a distinct advance, for example on an autoclave in which the contact between medium and material is by diffusion and is, therefore, slow, uncontrolled and takes place at different times throughout the material. **File 1825**

Swiss firm wants to make aircraft flight instruments

A small Swiss manufacturer and distributor of aircraft instruments and similar devices seeks licenses to produce aeronautical nagivational and flight instruments. The firm is particularly interested in high precision mechanical and small electrical or electronic components. It would also consider the production of small mechanical or electronic industrial controls.

Write: A. Reller, MERAG, Flugzeuggeraete und Apparatebau, Lanzenen 12, 3800 Interlaken, Switzerland. WTD. **P-70252.**

German firm seeks license to make roofing products

A large German manufacturer of fiberglass reinforced plastic skylights and skywindows and other components for lighting, ventilating, draining and sealing flat roofs seeks licenses. The firm is interested in making additional products for utilization on flat roofs. Established in 1922, the firm employs over 600 and has reportedly doubled its production within the last four years.

Write: Klaus Esser KG, P.O. Box 2909, 4 Duesseldorf 1, Germany. WTD. **P-70257.**

License to make wallpapers sought by German company

A license to manufacture wallpaper made of plastic or plastic impregnated materials is sought by a German company. Currently, the firm produces wallpaper, crepe and fine paper, and lining for luggage. It employs about 150 and has a sales organization.

Write: WEROLA, Krepp-und Buntpapierfabrik Jungblut GmbH. & Co., P.O. Box 365, 755 Rastatt, West Germany. WTD. **P-70241.**

Malaysia invites U.S. firm to start electronics plant

Government offers incentives over and above pioneer status

The Government of Malaysia seeks a U.S. firm to establish a facility for the assembly or manufacture of electronic components. Feeling that the establishment of an electronics industry will be of great importance to the long range development of Malaysia, the government offers interested U.S. firms incentives over and above those usually given under pioneer status.

The Government is prepared to make land available outside established areas at whatever location is selected as the most suitable plant site and full pioneer status incentives will be granted. In addition, the usual requirement calling for local participation will be waived, although some local interest would be welcomed.

The Federal Industrial Development Authority (FIDA) has already prepared a brief study on the export potential for locally manufactured electronic components.

To obtain further information, interested U.S. companies should **write.** Yeo Beng Poh, Director, Federal Industrial Development Authority, P.O. Box 618, Kuala Lumpur, Malaysia with a copy to C. J. Goinga, Commercial Attache, U.S. Embassy, Kuala Lumpur, Malaysia. **P-70258.**

U.K. firms looks for partner in telephone venture

A British manufacturer of train describer and telecommunications equipment for railways, special system telephones for marine use, alarm and security systems, special console systems for the U.K. Government, and cabinet and sheet steel fabrications, wishes to locate American firms interested in manufacturing arrangements and/or representation agreements for sound powered telephones.

Write: T. and S. (Electronic Developments) Ltd., 308A Station Road, Harrow, Middlesex, England. WTD. **P-70256.**

German machinery maker interested in diversification

A German manufacturer of machinery for the plywood and match industries seeks to diversify its product line through licensing agreements with U.S. firms. The German concern is interested in the production of packaging machinery for paperboard, plastics and paper; plastic working machinery; and special equipment for the plastics industry. Currently, the company exports over 80% of its production.

Write: Rudolf Klotzbucher, Manager, Market Development, German American Chamber of Commerce, 666 Fifth Ave., New York, N.Y. 10019. **P-70246.**

U.K. firm wishes to make mechanical handling devices

Hestair Ltd., a manufacturer of fork lift trucks and aluminum products, industrial electrical products, steel office products, precision turned parts and springs, and emulsifying and mixing machines would like to contact any American firm seeking manufacturing arrangements in the United Kingdom, with sales rights in Europe and Commonwealth countries. The purpose is to manufacture mechanical handling and aluminum products such as containers for processing or transporting solids and liquids.

Write: Hestair Ltd., Southall Lane, Hounslow, Middlesex, England. WTD. **P-70260.**

French fabricating concern seeks American affiliation

A well established Bordeaux firm engaged in fabricating steel and alloy structures of all categories, in metallic construction and iron work (commercial and residential), and in structural and plate assembly work would like to become affiliated with a U.S. firm in related activities, under licensing arrangements or joint venture participation.

The French firm, in addition to its plant in Floirac in the vicinity of Bordeaux, operates two other facilities in French cities under the trade name "S.A. Desse". Its total labor force is approximately 322 employees.

Write: Henri Delattre, Managing Director, S.A. Desse, Rue Richelieu, 33-Floirac, Gironde, France. WTD. **P-70250.**

World Trade Opportunities Continued through page 43

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. The three-digit numbers and commodity classifications are from the Standard Industrial Classification (SIC) Manual. The five-digit numbers under each heading are from the Numerical List of Manufactured Products, 1967 Census of Manufacturers, Bureau of the Census and are used extensively by government and industry in classifying products.

U.S. firms should also be aware that the listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the *Department of Commerce Export Control Regulations* or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Offices.

NOTE: The SIC Manual is available for $4.50; The Numerical List of Manufactured Products (MC67-1) for $1.75 and the Export Control Regulations are priced at $12 a year. These publications may be ordered from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402, or any of the 42 Department of Commerce Field Offices throughout the United States.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any trade relations.

- ● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), U.S. Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.
- ★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the International Liaison and Trade Opportunities Staff, BDSA-541, U.S. Department of Commerce, Washington, D.C. 20230. The TM (trade mission) number is requested in correspondence. Requests for loan material should specify country and TM number.
- **WTD** indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $2 each from the Bureau of International Commerce, BIC-924, U.S. Department of Commerce, Rm. 6059. Telephone: 202-967-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

Sales Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless a desire for an agency agreement is expressed.

012 Fruit, tree nut, vegetable farms

01220—GERMANY—Fresh fruits, sub-tropical fruits, and vegetables, ready packaged in large containers. Requests price quotations c.i.f. Rotterdam. Heinrich Holbeck KG. (importer, distributor), 5 Koeln a. Rh., Grossmarkthalle, Bonntor. WTD 10/69.

201 Meat products

20119—ITALY—Ram pelts from California, Texas, Middle West. Payment against documents. Massini Roberto, Manifattura Pelli (importer, manufacturer), P.O. Box 7, I 57023-Cecina (Leghorn). WTD 10/69.

202 Dairy products

20231 — PAKISTAN — Dry milk products. Cosways (Pakistan) (importer, distributor, agent), 50 Reazuddin Rd., H.P.O. Box 66, Chittagong. WTD 10/69.

20232—HONG KONG—Canned milk (fresh type). Poon International Ltd. (importer, agent, exporter), Canton House, 1/F, 54-56, Queen's Rd. C. WTD in preparation.

209 Food preparations

20941—TANZANIA—Animal tallow (beef, mutton) for soap making to be packed in sound second-hand drums. Quote c.i.f. Tanga or Dar es Salaam. TIP Soap & Glycerine Ltd. (importer, distributor, manufacturer), P.O. Box 5005, Tanga. WTD in preparation.

227 Floor covering mills, products

22790—TURKEY—Artificial turf to be used for race courses, football fields, lawns, etc. Atman Ticaret-Ozdemir Atman (importer, agent), Cumhuriyet Caddesi 259, Harbiye, Istanbul. WTD in preparation.

281 Industrial chemicals

● **28100—KOREA**—Supply of glue, 400 kgs., delivery by Jan. 31; citric acid, 25,000 kgs., deliveries to be made Nov. 30 and Dec. 31, 5,000 kgs. each, and balance Jan. 31; potassium nitrate, 165,000 kgs., deliveries in two shipments, 60,000 kgs. Jan. 31 and the balance by Apr. 30; polyvinyl alcohol (PVA), 5,000 kgs., deliveries of 2,500 kgs., Jan. 31 and balance Mar. 31. Bid deadline for citric acid is 2 p.m. Nov. 18, other items Dec. 2. Tender No. KFX-9259-N. Office of Supply, Government of the Republic of Korea, Seoul. Terms and specifications available from the Chemicals Division, BDSA-665, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-3464). A review copy will also be available at the Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102 ★(415-556-5868).

28123 — TANZANIA — Caustic soda, solid fused 98/99°. Quote c.i.f. Tanga or Dar es Salaam. TIP Soap & Glycerine Ltd. (importer, distributor, manufacturer), P.O. Box 5005, Tanga. WTD in preparation.

28180 — GERMANY — Industrial inorganic and organic chemicals of all kinds. Requests price quotations f.o.b. American ports or c.i.f. Rotterdam, Bremen or Hamburg. Brenntag GmbH. (importer, distributor, agent, exporter), 433 Muelheim/Ruhr, Postfach 320. WTD 10/69.

28185—SPAIN—Reagent and high purity grades of organic chemicals. Pro-Quimica D'Herma (importer, distributor), Fernando el Catolico, 74, Madrid (15). WTD 12/68.

282 Synthetic materials

28210—GERMANY—Plastic materials, synthetic resins of all kinds. Requests price quotations f.o.b. American ports or c.i.f. Rotterdam, Bremen or Hamburg. Brenntag GmbH. (importer, distributor, agent, exporter), 433 Muelheim/Ruhr, Postfach 320. WTD 10/69.

28214 — MALAYSIA — Urea thermosetting moulding powders (electrical grade). Yee San & Co. (manufacturer), 83/83A Kuala Kangsar Rd., Ipoh, Perak. WTD 9/69.

324 Hydraulic cement

● **32400 — CEYLON** — Supply of 75,000 metric tons ordinary Portland cement to Co-Operative Wholesale Establishment, Colombo, Ceylon. Bid deadline Nov. 30. Copies of tender documents available from Construction and Building Materials Division, BDSA-645, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-3602). A review copy is available from the U.S. Dept. of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102 ★(415-556-5868).

331 Steel mill products

33120—TURKEY—Stainless steel sheets in varying thickness and sizes, types 304, 430 and 316. Mustafa Kalaycioglu (importer), Ticaret Han No. 3, Persembe Pazari, Karakoy, Istanbul. WTD in preparation.

33123—TAIWAN—Hot-dipped, electrolytic tinplate misprints; temper grade T1-3, elongation 26-29%, baseweight 75/90 lbs., thickness 0.21-0.25 mm, size 20″x24″ up, regular straight edge. All Good Industry Co., Ltd. (importer, distributor), 33 Lane 31, Shaohsing North St., Taipei. WTD in preparation.

33126—BOLIVIA—Steel pipe and tube (produced in steel mills), specifications: square and rectangular: 1 mm wall thickness; each side 15 to 35 mm; round: 33 mm diameter, 1 mm wall thickness. Tubes will be made into furniture frames. A. Batki & Cia. (manufacturer, retailer), Av. 16 de julio 1664, P.O. Box 1159, La Paz. WTD in preparation.

33126—TURKEY—Stainless steel tubing, seamless, type 304, in varying sizes, measurements. Mustafa Kalaycioglu (importer), Ticaret Han No. 3, Persembe Pazari, Karakoy, Istanbul. WTD in preparation.

33176—BOLIVIA—Steel pipe and tube (not made in steel mills); square and rectangular 1 mm wall thickness; each side 15 to 35 mm; round 35 mm diameter and 1 mm wall thickness; tubes will be made into furniture frames. A. Batki & Cia. (manufacturer, retailer), Av. 16 de julio 1664, P.O. Box 1159, La Paz. WTD in preparation.

335 Rolling, drawing, extruding of nonferrous metals

33526 — BOLIVIA — Aluminum tube and other rolled, drawn or extruded mill products to be used for furniture frames. Specifications: square and rectangular: 1 mm wall thickness; each side 15 to 35 mm long; round; 35 mm diameter and 1 mm wall thickness. A. Batki & Cia. (manufacturer, retailer), Av. 16 de julio 1664, P.O. Box 1159, La Paz. WTD in preparation.

339 Miscellaneous primary metal industries

● **33900—CHILE**—Supply of approximately 8,000 galvanized anchor bolts and accessories of assorted dimensions for H.T. transmission towers. Tender No. n/n, bid deadline Nov. 24. Empresa Nacional de Electricidad S.A. "ENDESA," Calle Santa Rosa #76, 5° Piso, Santiago. Copies of specifications are available from the General Industrial Equipment Division, BDSA-647, U.S. Dept. of Commerce, Washington, D.C. 20230 ★(202-967-5585).

● **33900—IRAN**—Various sizes and quantities of special screws for passenger cars. Tender No. 352/48; bid deadline Dec. 24. Ministry of Roads, Iranian State Railways, Tehran, Iran. Copies of specifications are available on a short term loan basis from the General Industrial Equipment Division, BDSA-647, U.S. Dept. of Commerce, Washington, D.C. 20230 ★(202-967-5585).

342 Cutlery, hand tools, general hardware

34291—GERMANY—Container hardware for trailers, tractor truck trailers and farm carts. Requests price quotations f.o.b. New York or c.i.f. Bremen or Rotterdam. Emil Suer (importer, distributor, manufacturer, exporter), 563 Remscheid, P.O. Box 820. WTD 10/69.

345 Screw machine products

34522—FRANCE—Special industrial fasteners. Outirop-Fasteners, S.A. (distributor, manufacturer), Route de Habsheim, 68 Kembs. WTD 10/69.

351 Steam engines, turbines

● **35100—ARGENTINA**—Supply and start-up 1 each 30 MW Gas Turbine Generator for Power Plant in Mar Del Plata, partially financed by IBD loan; bid deadline Dec. 4. Specifications available for approximately $90.00 (U.S.) from Agua y Energia Electrica, Corrientes 531, Buenos Aires.

● **35100—SAUDI ARABIA**—Supply 1 each Turbo-Gas Generator Set, 20,000 KW, self-contained unit in one package. Tender No. F215-7-89, no bid deadline mentioned but unit should be in operation June 1970. Dhahran Electric Power Company (DEPCO), P.O. Box 74, Dammam, Saudi Arabia. Specifications available from the Power & Electrical Equipment Division, BDSA, Room 4124, Department of Commerce, Washington, D.C. 20230 ★(202-967-4241). A review copy will also be available at the Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102 ★(415-556-5868).

353 Construction, mining and material handling equipment

● **35300 — BURMA** — One crawler tractor with side-boom, diesel power 180 net H.P. Also, include spare parts with bid and 10 copies of maintenance manuals. Tender No. 1(T)MCY-POI/EXP(69-70)CAP; bid deadline Nov. 30. Procurement Manager, People's Oil Industry, 604 Merchant St., Rangoon. Copies of Specifications are available on a short term loan basis from the General Industrial Equipment Division, BDSA-647, U.S. Dept. of Commerce, Washington, D.C. 20230 ★(202-967-5585).

● Six earthmoving scrapers, 2 or 3 axle, diesel powered, 12/14 cu. yd. struck capacity; 30 rear dump tippers diesel powered, 5/7 ton capacity. Tender No. 8(T)MCY/IRR/69-70; bid deadline Dec. 31. Chief Engineer, Irrigation Dept., 9/21 Strand Road, Rangoon. Copies of specifications are available from the General Industrial Equipment Division, BDSA-647, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-5585).

● **35300—TURKEY**—5 fork-lift trucks, 2500 rpm diesel engine powered, lifting capacity 3000 kg. min., height 4270 mm, platform width 1150 mm min., fork lengths 1150 mm min., 900 mm max. fork spread, 4 stroke min 60 BHP max. Bid deadline Dec. 16. General Directorate of Forestry (Orman Bakanligi), Devlet Orman Isletmesi Merkez Mudurlugu, Satinalma Komisyonu Baskanligi, Ankara. English specifications are available from the Modern Translation Company, Karanfil Sokak 49/2, Ankara, for $10.

● Complete sawmill project covering planning, designing, procurement, erection and start-up to produce 40,000 cubic meters of hardwood and 60,000 cubic meters of soft logs annually. The following is to be included: log park, sawmill equipment (automatic gangsaws, band and slicing saws, capping and heading machines), resharpening shop equipment, and drying kiln. Also, a new chip board production plant with a capacity to produce 55 tons per 24 hour day of 19mm thickness and 0.6 density boards. Bid deadline Dec. 18. General Directorate of Forestry (Orman Bakanligi), Devlet Orman Isletmesi Merkez Mudurlugu, Satinalma Komisyonu Baskanligi, Ankara. English specifications are available from the Modern Translation Company, Karanfil Sokak 49/2 Ankara, for $10.

354 Metalworking machinery

35482—TURKEY—Machinery for processing aluminum ingots into sheet, folio and structural shapes. Mansur Zafir & Sons Co. Ltd. (importer), Sair Esref Sokak No. 18/1, Bankalar, Karakoy, Istanbul. WTD in preparation.

355 Special industry machinery

● **35500 — VIET NAM** — Design, manufacture, supervision of erection and start-up, plus supply of material to operate an animal feed mill to produce 15,000 m/t per year. Tender No. 4068/NSDA 674; bid deadline Nov. 29. Industrial Development Center, 40-42 Nguyen Hue Blvd., P.O. Box 336, Saigon. Copies of specifications are available on a short term loan basis from the General Industrial Equipment Division, BDSA-647, Dept. of Commerce, Washington, D.C. 20230 ★(202-967-5585).

35512—ETHIOPIA—Bake oven, commercial bakery. One only, 4-deck, about 28″ x 50″ size. Either fired by liquefied petroleum gas or electricity, 200 volts, 50 Hz. Taddesse Geremew (importer), P.O. Box 2376, Addis Ababa. WTD 6/69.

35531—PARAGUAY—Copying lathe, woodworking, automatic, to produce hardwood and softwood novelties, figurines, bowls, ashtrays, lamp bases, forks, spoons, giftware, etc. Willem Behage (distributor, manufacturer, retailer), Calle Independencia Nacional 655, Asuncion. WTD 10/69.

35592—JAPAN—Mobile slag breaking and loading equipment for use at steel mills' slag dump yards for breaking slag mass into pieces, and loading onto cars to transport to slag crushing mills. American Trading Co., Japan, Ltd., Osaka Office, Attn: Industrial Products Dept. (importer, agent), Tokyo Tatemono Bldg., No. 38, 4-chome, Kitahama, Higashi-ku, Osaka.

35593—BRAZIL—Machines for manufacture of flexible plastic straws. Companhia Paulista de Chenille Tecelagem e Confeccoes (manufacturer), Rua Orville Derby 277, Mooca, Caixa Postal 2738. WTD in preparation.

356 General industrial machinery

35611—GERMANY—Industrial pumps for acids, lyes, other chemical substances. Requests price quotations c.i.f. Hamburg. Correspondence requested in German. Sondermann KG., Pumpengrosshandlung (importer, distributor), 5 Koeln-Deutz, Postfach 210943. WTD 10/69.

35690—GERMANY—Industrial metal filters for galvanizing. Requests price quotations c.i.f. Hamburg. Correspondence requested in German. Sondermann KG., Pumpengrosshandlung (importer, distributor), 5 Koeln-Deutz, Postfach 210943. WTD 10/69.

357 Office, computing & accounting machines

● **35700—KOREA**—Supply of 10 electric check signer machines with speed of up to 1,000 checks per hour; two copy machines, copying rate 4 or 5 per minute. Tender No. KFX-9245-S; bid deadline Nov. 20. Requested by the Office of Supply, Government of the

Republic of Korea, Seoul, Korea. Terms and specifications available on loan basis from the Scientific and Business Equipment Division, BDSA-653, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-2939). A review copy will also be available at the Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102 ★(415-556-5868).

361 Switchgear and switchboard apparatus

● **36100—IRELAND**—Supply Lot 4, Electrical Equipment for Turbough Hill Pumped Storage Scheme; 10 KV Switchgear and Busbars; 380 V Switchgear; Control and Relay Room Equipment. Tender No. B/D87/1/P, bid deadline Dec. 31. Chief Project Engineer, Electricity Supply Board, 27 Lower Fitzwilliam St., Dublin 2, Ireland. One copy of specifications available for reference only, not for loan, from the Power & Electrical Equipment Division, BDSA, Room 4124, Department of Commerce, Washington, D.C. 20230 ★(202-967-4241).

● **36100 — NEW ZEALAND** — Supply and delivery 4 each 20 MVA three phase, 220/33 KV transformers for the Cromwell Substation and Twizel Control Station. Tender No. 538; bid deadline Dec. 22. The Secretary, Tenders Committee, New Zealand Electricity Department, P.O. Box 12144, Wellington North, New Zealand. Specifications available from the Power & Electrical Equipment Division, BDSA, Room 4124, Department of Commerce, Washington, D.C. 20230 ★(202-967-4241). A review copy will be available at the Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102 ★(415-556-5868).

366 Communication equipment

36621—COLOMBIA—Electronic communication equipment, spare parts. Radiocom Ltd. (importer, distributor, agent), Transversal 42-B No. 20-56-Apartado Aereo 12101, Bogota. WTD 10/69.

36623—TANZANIA—Highly sensitive burglar alarms for automobiles and trucks to connect with battery mains. Quote c.i.f. Dar es Salaam with descriptive brochures. G. M. Sulemanji & Sons (importer, distributor, retailer), Independence Ave., P.O. Box 86, Dar es Salaam. WTD 12/68.

36624 — COLOMBIA — Electronic navigational aids. Radiocom Ltda. (importer, distributor, agent), Transversal 42-B No. 20-56-Apartado Aereo 12101, Bogota. WTD 10/69.

371 Motor vehicles, motor vehicle equipment

37141—COLOMBIA—Spare parts and accessories for automotive vehicles. Carburepuestos Ltd. (importer, distributor, retailer), Avenida Caracas No. 19-48-Apartado Aereo 5283, Bogota. WTD 10/69.

382 Instruments for measuring, controlling, indicating physical characteristics

● **38200—KOREA**—Supply of 3 thermometers for measuring temperature of plant bodies and leaves; one XY recorder for measuring and recording the temperature; 3 soil moisture measuring systems by drying method; 3 light meters for measuring illumination in the cultivating field; 192 rolls of 18 inch electrosensitive recording paper; 192 units 18 inch blade for recorder. Tender No. KFX-9260-N; bid deadline Nov. 27. Requested by the Office of Supply, Government of the Republic of Korea, Seoul, Korea. Terms and specifications available on loan basis from the Scientific and Business Equipment Division, BDSA-653, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-2939). A review copy will also be available at the Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102 ★(415-556-5868).

● **38200—NEW ZEALAND**—Supply of one flow measuring equipment capable of measuring flow of water from 0.05 ml/min. to 200 ml/min., and air flow from 3.5 ml/min. to at least 20,000 ml/min. Tender No. FSQ 7153; bid deadline Nov. 18. Requested by Stores Manager, New Zealand, Forest Service, Private Bag, Wellington, New Zealand. Terms and specifications available on loan basis from the Scientific and Business Equipment Division, BDSA-653, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-2939). A review copy will also be available at the Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102 ★(415-556-5868).

384 Surgical, medical, dental instruments

38430—SPAIN—Dental equipment, supplies. Came Importacion y Exportacion, S.A. (im-

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

Information and advice is available from these offices on: foreign markets for U.S. products and services, economic facts on foreign countries, firms with marketing facilities in foreign countries, trade and investment opportunities abroad, Government financing aid to exporters, foreign exchange regulations and procedures, export and import statistics.

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Area Code 505 Tel. 843-2386.

ANCHORAGE, ALASKA, 99501, 412 Hill Bldg., 632 Sixth Ave. Area Code 907 Tel. 272-6531.

ATLANTA, GA., 30303, 4th Floor Home Savings Bldg., 75 Forsyth St. N.W. Area Code 404 Tel. 526-6000.

BALTIMORE, MD., 21202, 305 U.S. Customhouse, Gay and Lombard Sts. Area Code 301 Tel. 962-3560.

BIRMINGHAM, ALA., 35205, Suite 200-201, 908 S. 20th St. Area Code 205 Tel. 325-3327.

BOSTON, MASS., 02203, Room 510, John Fitzgerald Kennedy Federal Bldg. Area Code 617 Tel. 223-2312.

BUFFALO, N.Y., 14203, 504 Federal Bldg., 117 Ellicott St. Area Code 716 Tel. 842-3208.

CHARLESTON, S.C., 29403, Federal Bldg., Suite 631, 334 Meeting St. Area Code 803 Tel. 577-4171.

CHARLESTON, W. VA., 25301, 3000 New Federal Office Bldg., 500 Quarrier St. Area Code 304 Tel. 343-6181 Ext. 375 and 376.

CHEYENNE, WYO., 82001, 6022 Federal Bldg., 2120 Capitol Ave. Area Code 307 Tel. 634-5920.

CHICAGO, ILL., 60604, 1486 New Federal Bldg., 219 South Dearborn St. Area Code 312 Tel. 353-4400.

CINCINNATI, OHIO, 45202, 8028 Federal Office Bldg., 550 Main St. Area Code 513 Tel. 684-2944.

CLEVELAND, OHIO, 44114, Room 600, 666 Euclid Ave. Area Code 216 Tel. 522-4750.

DALLAS, TEX., 75202, Room 1200, 1114 Commerce St. Area Code 214 Tel. 749-3287.

DENVER, COLO., 80202, 16419 Federal Bldg., 20th and Stout Sts. Area Code 303 Tel. 297-3246.

DES MOINES, IOWA, 50309, 609 Federal Bldg., 210 Walnut St. Area Code 515 Tel. 284-4222.

DETROIT, MICH., 48226, 445 Federal Bldg. Area Code 313 Tel. 226-6088.

GREENSBORO, N.C., 27402, 258 Federal Bldg., W. Market St. P.O. Box 1950. Area Code 919 Tel. 275-9111.

HARTFORD, CONN., 06103, Room 610-B, Federal Office Bldg., 450 Main St. Area Code 203 Tel. 244-3530.

HONOLULU, HAWAII, 96813, 286 Alexander Young Bldg., 1015 Bishop St. Area Code 808 Tel. 546-5977.

HOUSTON, TEX., 77002, 5102 Federal Bldg., 515 Rusk Ave. Area Code 713 Tel. 226-4231.

JACKSONVILLE, FLA., 32202, P.O. Box 35087, 400 W. Bay St. Area Code 904 Tel. 791-2796.

KANSAS CITY, MO., 64106, Room 2011, 11 Walnut St. Area Code 816 Tel. 374-3141.

LOS ANGELES, CALIF., 90024, 11th Floor Federal Bldg., 11000 Wilshire Blvd. Area Code 213 Tel. 824-7591.

MEMPHIS, TENN., 38103, 710 Home Federal Bldg., 147 Jefferson Ave. Area Code 901 Tel. 534-3214.

MIAMI, FLA., 33130, Rm. 821, City National Bank Bldg., 25 W. Flagler St. Area Code 305 Tel. 350-5267.

MILWAUKEE, WIS., 53203, Straus Bldg., 238 W. Wisconsin Ave. Area Code 414 Tel. 272-8600.

MINNEAPOLIS, MINN., 55401, 306 Federal Bldg., 110 S. Fourth St. Area Code 612 Tel. 725-2133.

NEW ORLEANS, LA., 70130, 909 Federal Office Bldg., S., 610 South St. Area Code 504 Tel. 527-6546.

NEW YORK, N.Y., 10007, 41st Floor, Federal Office Bldg., 26 Federal Plaza, Foley Sq. Area Code 212 Tel. 264-0634.

PHILADELPHIA, PA., 19107, Jefferson Bldg., 1015 Chestnut St. Area Code 215 Tel. 597-2850.

PHOENIX, ARIZ., 85025, 5413 New Federal Bldg., 230 N. First Ave. Area Code 602 Tel. 261-3285.

PITTSBURGH, PA., 15222, 2201 Federal Bldg., 1100 Liberty Ave. Area Code 412 Tel. 644-2850.

PORTLAND, ORE., 97204, 217 Old U.S. Courthouse, 520 S.W. Morrison St. Area Code 503 Tel. 226-3361.

RENO, NEV., 89502, 2028 Federal Bldg., 300 Booth St. Area Code 702 Tel. 784-5203.

RICHMOND, VA., 23240, 2105 Federal Bldg., 400 N. 8th St. Area Code 703 Tel. 649-3611.

ST. LOUIS, MO., 63103, 2511 Federal Bldg., 1520 Market St. Area Code 314 Tel. 622-4243.

SALT LAKE CITY, UTAH, 84111, 3235 Federal Bldg., 125 S. State St. Area Code 801 Tel. 524-5116.

SAN FRANCISCO, CALIF., 94102, Federal Bldg., Box 36013, 450 Golden Gate Ave. Area Code 415 Tel. 556-5864.

SAN JUAN, P.R., 00902, Room 100, Post Office Bldg. Phone 723-4640.

SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Bldg., 125-29 Bull St. Area Code 912 Tel. 232-4321.

SEATTLE, WASH., 98104, 8021 Federal Office Bldg., 909 First Ave. Area Code 206 Tel. 583-5615.

porter, distributor), Luisa Fernanda, 12, Madrid (8). WTD 9/69.

386 Photographic equipment, supplies

38617—PARAGUAY—Sensitized paper for photocopy processes (white-black and color). Copyfil S.R.L. (importer, distributor, agent), Calle Oliva 243, Asuncion. WTD 10/69.

Leads for Importers

Commodities are offered direct unless specified

221 Broad woven fabric mills, cotton

22110—FIJI—Fijian "masi" or tapa cloth, handmade by Fijian villagers under large-scale scheme organized by Peace Corps Volunteers, using traditional designs not previously available commercially. Cloth comes in pieces 2'x2', 3x3, 2x3, 4x3, 6x4, other sizes on special order. Orders invited and brochures supplied. Handicrafts of Fiji Cooperative Ltd., c/o Cooperatives Dept., Suva.

226 Dyeing, finishing textiles, except wool fabrics, knit goods

22610—IVORY COAST—Hand-made batik fabrics. Requests replies in French. Mme. Juliette Scharr, Magasin Idea (designer, producer), Hotel Ivoire, B.P. 8001, Abidjan. WTD in preparation.

249 Wood products

24995—PARAGUAY—Paraguayan hardwood and softwood handicrafts: figurines, novelties, ashtrays, lamp bases, bowls, forks, spoons, etc. Willem Behage (manufacturer, retailer, wholesaler, exporter), Calle Independencia Nacional 655, Asuncion. WTD 10/69.

Greek Air Force wants bids on NATO missile-firing base

The Ministry of National Defense, Royal Hellenic Air Force Command has issued a tender for the NATO missile firing installation at Souda Bay, Crete. The bid deadline is Dec. 15.

The tender is open to firms and joint ventures from user nations (Belgium, Denmark, France, Germany, the Netherlands, Norway and the United States) which have been certified by their respective governments as technically and financially eligible for NATO ICB.

The project is estimated at $20 million. Copies of the tender announcement and specifications are available from the Ministry of National Defense, Royal Hellenic Air Force Command, Public Works Directorate (C4), 9 Lykourgou St., Athens, at a cost of 5,000 drachmas ($166.70) per set. A copy of the official announcement is available on a short-term loan basis to firms located in the U.S. from the Communications-Electronics Division, BDSA-643, Room 4209, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-4823).

Only U.S. firms certified by the U.S. Department of Commerce are eligible to bid on NATO projects. Interested U.S. firms may contact the International Liaison & Trade Opportunities Staff, BDSA-541, U.S. Department of Commerce, Washington, D.C. 20230.

Thailand seeks bids on 213 items of agricultural scientific products

Thailand requests bids for 213 items of agricultural scientific equipment totaling thousands of units, including: glassware; chemical laboratory apparatus; laboratory porcelain materials; measuring, testing, controlling, and indicating instruments; force, heat, and light apparatus; electrical equipment; biological and fluid mechanics apparatus; stop watches; dynamos, motors, and battery chargers; and many more.

The Tender No. is LIVE-13, and the bid deadline is Dec. 19. The project will be financed by a World Bank loan.

The bidder may submit quotations for any or all items. Tender documents are available from, and bids should be submitted to: Department of Vocational Education, Ministry of Education, Bangkok, Thailand.

A limited number of Tender documents are available on a loan basis from the Scientific and Business Equipment Division, BDSA-653, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-2939). A review copy will also be available at the Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102 ★(415-556-5868).

Compressor, magnetic phones sought by Iranian Railway

The Iranian State Railways, Tehran, has issued Tender No. 1149 & 1157/48, for the supply of one air compressor and 112 sets of magnetic field telephones. The bid deadline is Dec. 20.

Bids should offer one air compressor and 112 sets of magnetic field telephones with metal casing and desk telephones.

Copies of the tender announcement and specifications are available from the Iranian Economic Mission, 2233 Wisconsin Ave. NW., Washington, D.C. 20007, or on a short-term loan basis to firms located in the U.S. from the Communications-Electronics Division, BDSA-643, Room 4209, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-4823).

Automatic switching equipment for telephone system desired by New Zealand department

The Engineer-In-Chief, Contracts Section, Department of Posts and Telegraphs has issued Tender No. I 2001, for the supply and installation of automatic switching equipment in Ireland. The bid deadline is set for 4 p.m. January 2, 1970.

Bids should offer an automatic telephone switching system to be installed in the existing telephone exchange at Wellington Road, Cork.

Copies of tender announcements and specifications are available from the Engineer-In-Chief, Contracts Section, Department of Posts and Telegraphs, Hawkin's House, Dublin 2, or on a short-term loan basis to firms located in the U.S. from the Communications-Electronics Division, BDSA-643, Room 4209, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-4823).

Burma Railways requests bids for supply of phone equipment

The Union of Burma Railway Board, Rangoon, has issued Tender No. MEIC/B.R/14 (T)15 for the supply of telephone equipment. The bid deadline is December 22.

Bids should offer telephone equipment for use as a train despatching telephone system, comprising central control equipment and wayside station equipment.

Copies of the tender announcement and specifications are available from the Embassy of the Union of Burma, 2300 S St. NW., Washington, D.C. 20008, or on a short-term loan basis to firms located in the U.S. from the Communications-Electronics Division, BDSA-643, Room 4209, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-4823).

Turkey seeks telephone sets, 1000 coin or token devices

The P.T.T. General Directorate, Rusgarli Sokak, Ctal Han Ankara, has issued a tender for the supply of telephone sets. The bid deadline is December 8.

Bids should offer 500 secretarial two-station telephone sets, 1,000 coin or token pay telephones. English specifications are available from Modern Translation Company, Ankara, Turkey, at a cost of $12.50 airmail.

Future Construction

For maximum assistance to those interested in overseas construction projects, U.S. Foreign Service officers report them as soon as possible, often in early planning stages. Some may not reach completion as originally proposed. In such cases additional information is published as it is obtained.

PARAGUAY—Corporacion de Obras Sanitarias (CORPOSANA) called for prequalification of bidders for forthcoming tender for a proposed $2.5 million **expansion of Asuncion's sewer system.** Qualified bidders must be Paraguayans or nationals of IDB-member countries. Prequalification registration ends Nov. 21. Registration forms are available from CORPOSANA, Avenida Espana 498, Asuncion. The cost is approximately $10 including airmail postage to U.S.

MALAYSIA—A representative of the Selangor State Development Corporation has announced that 41 factories are now operating at the Batu Tiga site, and **30 more industries have been approved. A condition of approval is that construction must begin within two years of the finalizing of agreements.** Preference is given to industries which are carefully selected by the Government. The State Government has set aside an additional 1,400 acres near the Port Swettenham wharves and clearing work will begin next year.

Sales Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

208 Beverage industries

20870—TANZANIA—Flavoring extracts and flavoring syrups for use by soft drink bottlers. Quote c.i.f. Dar es Salaam. Tropical Overseas Agencies (importer, distributor, agent), P.O. Box 2579, Dar es Salaam. WTD in preparation.

209 Food preparations

20921—ITALY—Soybean oil, crude. Micheletti, Olio, di Pietro Micheletti (importer, distributor, agent), 32 Via Guidiccioni, I 55100 Lucca. WTD 10/69.

20921—PAKISTAN—Soybean oil. Cosways (Pakistan) (importer, distributor, agent), 50 Reazuddin Rd., H.P.O. Box No. 66, Chittagong. WTD 10/69.

20922—ITALY—Soybean flour. Micheletti, Olio, di Pietro Micheletti (importer, distributor, agent), 32 Via Guidiccioni, I 55100 Lucca. WTD 10/69.

20961—ITALY—Soybean cooking and salad oil. Micheletti, Olio, di Pietro Micheletti (importer, distributor, agent), 32 Via Guidiccioni, I 55100 Lucca. WTD 10/69.

221 Broad woven fabric mills, cotton

22116—GERMANY—Drapery fabrics, cotton, including Jacquard (gray goods). Requests price quotations c.i.f. Hamburg or Bremen. Rolf Horstmann OHG. (importer, agent, exporter), 5 Koeln-5, Postfach 89. WTD 9/69.

222 Broad woven fabric mills, manmade fiber, silk

22219—GERMANY—Curtains, window (except lace) of synthetic fabrics, made in broad-woven fabric mill. Requests price quotations c.i.f. Hamburg or Bremen. Rolf Horstmann OHG. (importer, agent, exporter), 5 Koeln-5, Postfach 89. WTD 9/69.

227 Floor covering mills, products

22710—GERMANY—Carpets, woven, chiefly cotton or manmade fiber pile yarns. Requests price quotations c.i.f. Hamburg or Bremen. Rolf Horstmann OHG. (importer, agent, exporter), 5 Koeln-5, Postfach 89. WTD 9/69.

234 Women's, misses', children's, infants' under garments

23410 — TANZANIA — Women's and children's underwear, nightwear. Quote c.i.f. Dar es Salaam. Tropical Overseas Agencies (importer, distributor, agent), P.O. Box 2579, Dar es Salaam. WTD in preparation.

242 Sawmills, planing mills

24211 — SPAIN — Rough lumber. J. M. Gorgonio Agustin (agent), Libreros, 3, Valencia (2). WTD 9/69.

Douglas fir and Southern pine (pine tea, Mobile pine, Memphis pine). Antonio Papi Llorca (agent), Alemania, 9, Alicante. WTD 4/69.

24212 — SPAIN — Dressed lumber. J. M. Gorgonio Agustin (agent), Libreros, 3, Valencia (2). WTD 9/69.

24260—SPAIN—Hardwood dimension and flooring. J. M. Gorgonio Agustin (agent), Libreros, 3, Valencia (2). WTD 9/69.

249 Wood products

24991 — TANZANIA — Mirror and picture frames, low to medium priced; also random lengths. Quote c.i.f. Dar es Salaam. Tropical Overseas Agencies (importer, distributor, agent), P.O. Box 2579, Dar es Salaam. WTD in preparation.

251 Household furniture

25150—TANZANIA—Convertible and jackknife type sofa beds suitable for space problem in small apartments, low to medium priced. Quote c.i.f. Dar es Salaam. Tropical Overseas Agencies (importer, distributor, agent), P.O. Box 2579, Dar es Salaam. WTD in preparation.

261 Pulp mills, products

26112—PAKISTAN—Pulp for paper. Cosways (Pakistan) (importer, distributor, agent), 50 Reazuddin Rd., H.P.O. Box 66, Chittagong. WTD 10/69.

281 Industrial chemicals

28163 — BOLIVIA — Lamp black pigment. TAI-America Corp. (Bolivia) Ltd. (importer, agent), Av. 16 de julio 1616, P.O. Box 2541, Edificio Petrolero 8° piso, La Paz. WTD 10/69.

28182—BOLIVIA—Industrial organic chemicals, formate. TAI-America Corp. (Bolivia) Ltd. (importer, agent), Av. 16 de julio 1616, P.O. Box 2541, Edificio Petrolero 8° piso, La Paz. WTD 10/69.

28197—BOLIVIA—Sodium phosphate; potassium and sodium compounds. TAI-America Corp. (Bolivia) Ltd. (importer, agent), Av. 16 de julio 1616, P.O. Box 2541, Edificio Petrolero 8° piso, La Paz. WTD 10/69.

28199 — BOLIVIA — Magnesium sulphate; magnesium sulphide; barium inorganic chemical, barium sulphate and sulphide. TAI-America Corp. (Bolivia) Ltd. (importer, agent), Av. 16 de julio 1616, P.O. Box 2541, Edificio Petrolero 8° piso, La Paz. WTD 10/69.

282 Synthetic materials

28210—NEW ZEALAND—Plastic materials, synthetic resins, nonvulcanizable elastomers, other raw materials for plastics industry. National Machinery Co. Ltd. (importer, distributor, agent), Carlton Gore Rd. and Kingdon St., P.O. Box 9576, Newmarket, Auckland, 1. WTD in preparation.

28213 — BOLIVIA — Polyethylene resins, thermoplastic; high and low density. TAI-America Corp. (Bolivia) Ltd. (importer, agent), Av. 16 de julio 1616, P.O. Box 2541, Edificio Petrolero 8° piso, La Paz. WTD 10/69.

28213—GUATEMALA—Thermo-plastic resins and plastic materials; high and low density polyethylenes, polypropylenes, polycarbonates, etc. Correspondence requested in Spanish. Joaquin F. G. Schloesser (agent), 7a. Avenida 3-20 Zona 9, P.O. Box 184, Guatemala City. WTD 9/69.

28214—GUATEMALA—Thermosetting resins and plastic materials; phenolics, epoxy resins, urethanes, etc. Correspondence requested in Spanish. Joaquin F. G. Schloesser (agent), 7a. Avenida 3-20, Zona 9, P.O. Box 184, Guatemala City. WTD 9/69.

28220—BOLIVIA—Synthetic rubber; in bulk for fabrication. TAI-America Corp. (Bolivia) Ltd. (importer, agent), Av. 16 de julio 1616, P.O. Box 2541, Edificio Petrolero 8° piso, La Paz. WTD 10/69.

283 Drugs

28332—BOLIVIA—Inorganic medical chemicals, in bulk; calcium silicate; calcium chloride; calcium carbonate; calcium phosphate. TAI-America Corp. (Bolivia) Ltd. (importer, agent). Av. 16 de julio 1616, P.O. Box 2541, Edificio Petrolero 8° piso, La Paz. WTD 10/69.

28340—TANZANIA—Pharmaceutical preparations: fast action pills; liniment rubs for treatment of colds, rheumatism; pain killers; medicinal baby care preparations. Quote c.i.f. East African ports. Raushanali M. J. Hameer (importer, distributor, agent), P.O. Box 1045, Moshi. WTD in preparation.

286 Gum, wood chemicals

28612—BOLIVIA—Butyl acetate; methanol. TAI-America Corp. (Bolivia) Ltd. (importer, agent), Av. 16 de julio 1616, P.O. Box 2541, Edificio Petrolero 8° piso, La Paz. WTD 10/69.

287 Agricultural chemicals

28710—PAKISTAN—Agricultural fertilizers. Cosways (Pakistan) (importer, distributor, agent), 50 Reazuddin Rd., H.P.O. Box 66, Chittagong. WTD 10/69.

28790—PAKISTAN—Agricultural pesticides, insecticides. Cosways (Pakistan) (importer, distributor, agent), 50 Reazuddin Rd., H.P.O. Box 66, Chittagong. WTD 10/69.

28790—TAIWAN—Insecticides, herbicides, fungicides for agricultural use, technical grades. Capital Enterprises, Ltd. (importer, agent), P.O. Box 737, Taipei. WTD 10/68.

289 Chemical products

28921—BOLIVIA—Ammonium nitrate, high explosive, industrial. TAI-America Corp. (Bolivia) Ltd. (importer, agent), Av. 16 de julio 1616, P.O. Box 2541, Edificio Petrolero 8° piso, La Paz. WTD 10/69.

28990 — SPAIN — Sealing compounds, all classes. Industrias Nural, S.A. (agent), Silvio Abad, 28, Madrid (19). WTD 10/69.

335 Rolling, drawing, extruding of nonferrous metals

33572—BOLIVIA—Cable, copper and copper base alloy, bare and tinned, for electrical transmission, produced in drawing establishments. TAI-America Corp. (Bolivia) Ltd. (importer, agent), Av. 16 de julio 1616, P.O. Box 2541, Edificio Petrolero 8° piso, La Paz. WTD 10/69.

33578 — BOLIVIA — Cable, power. TAI-America Corp. (Bolivia) Ltd. (importer, agent), Av. 16 de julio 1616, P.O. Box 2541, Edificio Petrolero 8° piso, La Paz. WTD 10/69.

344 Fabricated structural metal products

34433 — PHILIPPINES — Steam boilers: packaged and water tube type. Unitech Engineering Corp. (distributor, agent), 2304 Pasong Tamo, Makati, Rizal. WTD 8/69.

352 Farm machinery

35228 — BOLIVIA — Tractors, garden and motor tillers, including parts, attachments. TAI-America Corp. (Bolivia) Ltd. (importer, agent), Av. 16 de julio 1616, Edificio Petrolero 8° piso, La Paz. WTD 10/69.

353 Construction, mining, materials handling machinery, equipment

35321—BOLIVIA—Mining machinery and equipment, underground. TAI-America Corp. (Bolivia) Ltd. (importer, agent), Av. 16 de julio 1616, P.O. Box 2541, Edificio Petrolero 8° piso, La Paz. WTD 10/69.

35332—BOLIVIA—Cable tool, drilling machinery and equipment for oil, gas field drilling. TAI-America Corp. (Bolivia) Ltd. (importer, agent), Av. 16 de julio 1616, P.O. Box 2541, Edificio Petrolero 8° piso, La Paz. WTD 10/69.

35333—BOLIVIA—Machinery and equipment for oil and gas field production, including packers, screens, tubing, catchers. TAI-America Corp. (Bolivia) Ltd. (importer, agent), Av. 16 de julio 1616, P.O. Box 2541, Edificio Petrolero 8° piso, La Paz. WTD 10/69.

35340—PHILIPPINES—Elevators, escalators. Unitech Engineering Corp. (distributor, agent), 2304 Pasong Tamo, Makati, Rizal. WTD 8/69.

355 Special industry machinery

35551—BRAZIL—Offset lithographic printing presses. Importadora Karl Heinz Besser Ltd. (importer, agent), Rua 7 de setembro, 63-sobre-loja sala 202-Rio de Janeiro, GB ZC-21. WTD in preparation.

35593—NEW ZEALAND—Plastics-working machinery and equipment: compression molding machines, extrusion molding machines, injection molding machines, general plastics-working machinery, ancillary equipment. National Machinery Co. Ltd. (importer, distributor, agent), Carlton Gore Rd. and Kingdon St., P.O. Box 9576, Newmarket, Auckland, 1. WTD in preparation.

361 Electric transmission, distribution equipment

36121 — BOLIVIA — Transformers, natural-draft dry type, speciality, ignition, lighting, fluorescent lamp ballasts. TAI-America Corp. (Bolivia) Ltd. (importer, agent), Av. 16 de julio 1616, P.O. Box 2541, Edificio Petrolero 8° piso, La Paz. WTD 10/69.

36122—BOLIVIA—Transformers, power and distribution. TAI-America Corp. (Bolivia) Ltd. (importer, agent), Av. 16 de julio 1616, P.O. Box 2541, Edificio Petrolero 8° piso, La Paz. WTD 10/69.

36132—TAIWAN—Circuit breakers, 69KV, 161KV, 345KV. Yuan Kong Enterprises, Ltd. (importer, agent), P.O. Box 22687, Taipei. WTD 6/69.

362 Electrical industrial apparatus

36212—BOLIVIA—Motors, integral horsepower other than for land transportation, A.C. and D.C. current. TAI-America Corp. (Bolivia) Ltd. (importer, agent), Av. 16 de julio 1616, P.O. Box 2541, Edificio Petrolero 8° piso, La Paz. WTD 10/69.

363 Household appliances

36321—FINLAND—Household refrigerators; 220 V/50 c. Exclusive distributorship. Oy Autolux Ab (importer, distributor, agent), P.O. Box 10190, Helsinki 10. WTD 10/69.

36331—FINLAND—Household washing machines, dryers and combinations thereof; 220 V/50 c. Exclusive distributorship. Oy Autolux Ab (importer, distributor, agent), P.O. Box 10190, Helsinki 10. WTD 10/69.

36341—FINLAND—Electric fans, except industrial type; 220 V/50 c. Exclusive distributorship. Oy Autolux Ab (importer, distributor, agent), P.O. Box 10190, Helsinki 10. WTD 10/69.

36343—FINLAND—Small electric appliances; 220 V/50 c. Exclusive distributorship. Oy Autolux Ab (importer, distributor, agent), P.O. 10190, Helsinki 10. WTD 10/69.

36350 — FINLAND — Household vacuum cleaners; parts, attachments; 220 V/50 c. Exclusive distributorship. Oy Autolux Ab (importer, distributor, agent), P.O. Box 10190, Helsinki 10. WTD 10/69.

36393—FINLAND—Dishwashing and floor waxing and polishing machines, food waste disposers, other household service machines; 220 V/50 c. Exclusive distributorship. Oy Autolux Ab (importer, distributor, agent), P.O. Box 10190, Helsinki 10. WTD 10/69.

364 Electric lighting, wiring equipment

36424 — AUSTRALIA — Vehicular lighting equipment, electric; specifically automotive headlights, bulbs, sealbeam units. Loscoe Sales & Service Pty. Ltd. (importer, distributor, wholesaler), 111 Cabramatta Rd., Cabramatta, Sydney, N.S.W. 2166. WTD in preparation.

36430 — TAIWAN — Lightning arresters, 69KV, 161KV, 345KV. Yuan Kong Enterprises, Ltd. (importer, agent), P.O. Box 22687, Taipei. WTD 6/69.

365 Radio, television receiving sets

36515—ITALY—Radio sets, transistor radios, record players. Correspondence requested in Italian. A. Catalano e Figli (agent), Via del Fante, 44, 90146 Palermo. WTD in preparation.

366 Communication equipment

36622—PHILIPPINES—Television, closed circuit system. Unitech Engineering Corp. (distributor, agent), 2304 Pasong Tamo, Makati, Rizal. WTD 8/69.

36623 — PHILIPPINES — Intercommunication equipment such as VHF transceiver, microwave low frequency, other related items. Unitech Engineering Corp. (distributor, agent), 2304 Pasong Tamo, Makati, Rizal. WTD 8/69.

36626—SPAIN—Teaching aids. Louis M. D'Onofrio (agent), Hurtado de Mendoza, 7, Madrid (16). WTD 9/69.

367 Electronic components, accessories

36730—ITALY—Cathode ray picture tubes for commercial television sets. Correspondence requested in Italian. A. Catalano e figli (agent), Via del Fante, 44, 90146 Palermo. WTD in preparation.

36794—BOLIVIA—Transformers, coils, reactors, chokes for electronic application. TAI-America Corp. (Bolivia) Ltd. (importer, agent), Av. 16 de julio 1616, P.O. Box 2541, Edificio Petrolero 8° piso, La Paz. WTD 10/69.

369 Electrical machinery, equipment, supplies

36920 — ITALY — Batteries for flashlights, lanterns, photo flash and radio. Correspondence requested in Italian. A. Catalano e Figli (agent), Via del Fante, 44, 90146 Palermo. WTD in preparation.

36930—FRANCE— Electroencephalographs, other up-to-date electromedical apparatus suitable for utilization in France. Price lists, descriptive literature requested. "Racia" (Societe de Recherches & d'Applications Electroniques) (importer, distributor, manufacturer, agent), 65-65bis Bd. Pierre-Ier; 33-Bordeaux. WTD 3/69.

36930—PARAGUAY—X-ray equipment capable of taking X-Ray pictures of a group of persons at one time. Copyfil S.R.L. (importer, distributor, agent), Calle Oliva 243, Asuncion. WTD 10/69.

36944 — AUSTRALIA — Engine electrical equipment; specifically automotive spark plugs. Loscoe Sales & Service Pty. Ltd. (importer, distributor, wholesaler), 111 Cabramatta Rd., Cabramatta, Sydney, N.S.W., 2166. WTD in preparation.

36945 — AUSTRALIA — Engine electrical equipment; specifically automotive magnetos, ignition coils, distributors. Loscoe Sales & Service Pty. Ltd. (importer, distributor, wholesaler), 111 Cabramatta Rd., Cabramatta, Sydney, N.S.W., 2166. WTD in preparation.

371 Motor vehicles, motor vehicle equipment

37141—AUSTRALIA—Motor vehicle parts and accessories; specifically automotive engines and parts (except diesel), brakes and brake parts, differentials and parts, transmissions, shock absorbers, tie rods, universal joints, related equipment. Loscoe Sales & Service Pty. Ltd. (importer, distributor, wholesaler), 111 Cabramatta Rd., Cabramatta, Sydney, N.S.W. 2166. WTD in preparation.

382 Instruments for measuring, controlling, indicating physical characteristics

38213—PHILIPPINES—Laboratory testing and processing equipment such as Beckman Ph meter, moisture instrument, other related items. Unitech Engineering Corp. (distributor, agent), 2304 Pasong Tamo, Makati. Rizal. WTD 8/69.

391 Jewelry, silverware, plated ware

39130 — SPAIN — Semi-precious stones for jewelry trade, especially plastic imitation stones and gems. Louis H. Heydeman (agent), Marina, 10, Santa Cruz de Tenerife (Canary Islands). WTD 9/67.

Korea issues tender for supply of video recorder, equipment

The Office of Supply, Government of the Republic of Korea, has issued Tender No. KFX-9256-S for the supply of video equipment. The bid deadline is Nov. 28.

Bids should offer a vidicon camera, portable video recorder, console type video recorder, video monitor, ultra high frequency (UHF) television receiver, and a magnetic data recording and reproducing system.

Copies of the tender announcement and specifications are available from the Office of Supply, Government of the Republic of Korea, Seoul, or on a short-term loan basis to firms located in the U.S. from the Communications-Electronics Division, BDSA-643, Room 4209, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-4823).

New Books and Reports

***Partners in Development: Report of the Commission on International Development.* Published by Frederick A. Praeger, New York. 1969. 399pp. $7.95 cloth. $2.50 paper.**

The report is addressed to the full range of development problems from philosophy to technique. It proposes a new basis of international cooperation for development and spells out the responsibility of both high and low-income partners.

It suggests dramatic changes in the volume and terms of aid, the approach to the mounting debt burden of developing countries, the problem of rapid population growth, the difficulties in programming technical assistance, and the role and function of international aid agencies —with the goal of transforming the present aid framework into one suitable for the requirements of the next two decades.

Lester B. Pearson, former Canadian Prime Minister, is chairman of the Commission. Other commissioners are: Sir Edward Boyle, United Kingdom; Roberto de Oliveira Campos, Brazil; C. Douglas Dillion, United States; Wilfried Guth, West Germany; W. Arthur Lewis, Jamaica, W.I.; Robert E. Marjolin, France; and Saburo Okita, Japan.

The Commission, aided by a full-time staff of 15 development experts drawn from all over the world, spend a full year analyzing the development field and, in particular, the part played by external assistance. It also sponsored regional meetings in Latin America, Africa, the Middle East, South Asia and East Asia.

Write: Frederick A. Praeger, 111 Fourth Avenue, New York, N.Y. 10003.

***Obstacles and Incentives to Private Foreign Investment: 1967-68.* Published by National Industrial Conference Board. Business Policy Study No. 130, 1969. Vol. I, 147pp. $4 Associate and Educational; $20 Non-Associate. Vol. II, 88pp. $3.50 Associate and Educational; $17.50 Non-Associate.**

This survey by the National Industrial Conference Board is based on the actual investment experience of investors from the world's twelve leading capital exporting nations. Volume I covers the obstacles that have kept foreign investors from investing or have inhibited the growth of their established investments in 76 countries. It includes a profile of the obstacles they have encountered in each country, as well as a description of the obstacles and incentives provided by the capital exporting countries themselves.

Most of the country profiles represent several viewpoints. After receipt of the investors reports by the NICB, the respective governments were given the opportunity to clarify and correct misunderstandings or misstatements and encouraged to outline steps being taken to improve conditions that impede investment. Prominent businessmen in the capital receiving nations were also asked to comment on the criticisms of their countries' investment climates and each business group that participated in the survey was given an opportunity to see the criticisms leveled by investors of other countries, and to add its own views to those already expressed. The country profiles reflect these various observations.

Volume II of the study covers the incentives, assurances and guarantees offered to encourage private foreign investment. It includes official summaries of the investment incentive programs of 60 countries and a review of plans and programs for the protection of foreign investment.

Write: National Industrial Conference Board Inc., 845 Third Avenue, New York, New York 10022.

***Fiscal Harmonization Under Freer Trade: Principles and their Applications to a Canada-U.S. Free Trade Area.* By Hirofumi Shibata. Published by University of Toronto Press. 1969. 88pp. C$2.50 (U.S. $2.31) paperback.**

The changes in taxation policies that would be required if Canada and the United States were to join a free trade area are discussed in this new study by Professor Hirofumi Shibata of Queen's University.

The study is one of an extensive series commissioned by the Private Planning Association of Canada. It discusses the theory of fiscal harmonization in free trade areas as well as methods of indirect and direct tax harmonization. Special chapters are devoted to individual and to corporate income taxes as well as to sales and excise taxes.

The international aspects of both the U.S. and Canadian income taxes are discussed in detail. Shibata's study also includes proposals for a tentative "agenda for Canada-U.S. tax harmonization."

Write: University of Toronto Press, Toronto 5, Ontario.

***Developing Distribution in Europe.* Published by Business International, New York. 1969. 87pp. $50.**

This research report provides an analysis of the factors influencing the building and management of a strong sales organization or distributor/agent network in Western Europe. Particular attention has been given to the improvement of intermediaries' performances.

The book analyzes many different approaches to creating an effective marketing strategy: selecting channels of distribution, evaluating/assisting sales intermediaries, avoiding trouble with EEC antirtust authorities, and cancelling contracts.

According to the publisher all facts gathered by its European staff have been double checked with the EEC, individual corporations and European governments.

Write: Business International, 757 Third Avenue, New York, N.Y. 10017.

***Canadian Economic Policy and the Impact of International Capital Flows.* By Richard E. Caves and Grant L. Reuber. Published by University of Toronto Press. 1969. 82pp. C$2.50 (U.S. $2.31), paperback.**

A number of guides to making the most of Canadian monetary and fiscal policies in the highly integrated North American economy have emerged from this new study published for the Private Planning Association of Canada. The study is by two economists—Professors Richard E. Caves of Harvard University and Grant L. Reuber of the University of Western Ontario.

By assembling and analyzing a great deal of new data on how the Canadian economy reacts to policy stimuli and capital flows, the authors have been able to develop some interesting new measures of the effectiveness or impact of various "mixes" of Canadian stabilization policies, given the high degree of financial integration that exists between Canada and the United States.

Separate chapters deal with economic integration in international capital markets; adjustment to disturbances in Canada's capital inflows; the influence of international capital flows on the effectiveness of domestic policy instruments; and integrated capital markets—a review of the implications for stabilization, growth and commercial policy.

Write: University of Toronto Press, Toronto 5, Ontario.

☆ U. S. GOVERNMENT PRINTING OFFICE 1969—392 310/18

Calendar *for international traders*

BETHLEHEM, PA.—Nov. 25—Dinner Meeting of World Trade Club of Lehigh Valley, Holiday Inn East, 6 p.m. Speaker: Harry A. Carter, asst. to vice president, Boeing Co.

CEDAR RAPIDS, IA.—Nov. 18—International Trade Bureau of the Cedar Rapids Chamber of Commerce tour of the Cedar Rapids Harnischfeger plant, 5:30 p.m., dinner 6:45 p.m. Speakers from the international division of Harnischfeger in Milwaukee.

CHICAGO—Nov. 19—Chicago Midwest Credit Management Assn., Bismarck Hotel.

CHICAGO—Nov. 21—International Account Marketing Assn., Chicago Athletic Club.

CINCINNATI—Nov. 19—"U.S.-Japan Trade—A Busy Two-Way Street," presented by Japan Trade Center, Chicago, Cincinnati University Club, 6 p.m. Sponsors: Commerce Field Office, REEC, World Trade Club.

CINCINNATI—Nov. 19—Third Annual Export Trade Workshop, fourth of seven consecutive Wednesday sessions, University of Cincinnati. Sponsors: Commerce Field Office, REEC, University of Cincinnati.

DETROIT—Nov. 18—Export Seminar, 445 Federal Bldg., 9:30 a.m. Sponsor: Commerce Field Office.

DETROIT—Nov. 19-21—51st Annual Meeting of the American Standards Institute, "Dynamics of Standards Application," Statler Hilton Hotel.

EASTON, PA.—Nov. 25—Export Seminar, 1:30 p.m. Easton Area Chamber of Commerce.

HONOLULU—Nov. 19—Export-Import Workshop, 286 Alexander Young Bldg., 10 a.m. Sponsors: Commerce Field Office, SBA.

INDIANAPOLIS—Nov. 18—Sixth of ten consecutive Tuesday International Trade Seminars, Purdue University, 8-10 p.m. Sponsors: Commerce Field Office, Indiana Chamber of Commerce, World Trade Club of Indiana, Purdue University, Indiana University.

LIBERAL, KAN.—Nov. 18-19—Fifth Annual Pipeline Operation and Maintenance Institute and Exhibit. Sponsor: The University of Kansas Southwest Center.

LINCOLN, NEB.—Nov. 20—Export Market Development Workshop, Chamber of Commerce, 9-11:30 a.m. Sponsors: Commerce Field Office, REEC.

LINCOLN, NEB.—Nov. 20—Export Documentation Workshop, Chamber of Commerce, 2-4:30 p.m. Sponsors: Commerce Field Office, REEC.

MEMPHIS—Nov. 18—Memphis World Trade Club, Sheraton Motor Inn.

MEMPHIS — Nov. 19 — Forum on Brazil, Holiday Inn-Rivermont, 2-8 p.m. Sponsors: Commerce Field Office, REEC, Mid-South Exporters' Roundtable.

MIAMI — Nov. 20 — International Freight Forwarding Workshop, 821 City National Bank Bldg., 9 a.m. Sponsors: Commerce Field Office, REEC.

MILWAUKEE—Dec. 4—Milwaukee World Trade Club Monthly Meeting. Panel Discussion: "World Trade Outlook for 1970." Holiday Inn-Midtown.

MINNEAPOLIS—Nov. 20—Eighth Annual Export Trade Workshop, final of six consecutive Thursday sessions, Federal Courts Bldg., Rm. B-29, 7-9 p.m. Sponsors: Minnesota World Trade Assn., with the cooperation of the Commerce Field Office.

MUSKEGON, MICH.—Nov. 25—Western Michigan World Trade Club, Lakos Restaurant, 6 p.m.

NEWARK—Nov. 19—"Profits in Exports" Meeting, Small Business Administration Office, 970 Broad St. Sponsors: Commerce Field Office, REEC, SBA.

NEW YORK—Nov. 17-19—National Foreign Trade Convention, Waldorf-Astoria Hotel. Businessmen's consultations with three U.S. foreign commercial officers: **Douglas K. Ballentine, Mexico City, Mexico; Stephen Duncan-Peters, Stockholm, Sweden; Albert P. Mayio, Buenos Aires, Argentina.** By appointment through Commerce Field Office.

OMAHA—Nov. 18—Seminar for Exporters—Latin American Trade, 8:30 a.m.-2:30 p.m. Sponsors: Commerce Field Office, REEC, SBA, Midwest International Trade Assn., Braniff International.

OMAHA—Nov. 19—Export Documentation Workshop, Chamber of Commerce, 9-11:30 a.m. Sponsors: Commerce Field Office, REEC.

PHILADELPHIA — Nov. 18 — Export-Import Course, first of 26 consecutive Tuesdays, Academy of Advanced Traffic, 6-10 p.m. Instructor: Stanley Kaplan, vice president, John H. Faunce, Phila., Inc., tuition, $195, plus $20 enrollment fee for non-members. Contact: William J. Guest at LO-3-3061.

PHILADELPHIA—Nov. 20—Monthly Meeting of Foreign Traders Association of Philadelphia, Inc., Sheraton Hotel, shop talk 5 p.m., dinner 6 p.m. Speaker: Everett F. Zurn, chairman, Zurn Industries, Inc., Erie, Pa., "One View of Doing Business Abroad."

PHOENIX—Nov. 20—Export Workshop, 5413 Federal Bldg., 10 a.m.-12 noon. Sponsors: Commerce Field Office, REEC.

ST. LOUIS—Nov. 18—"Show You" Export Workshop on Documentation, Conference Room, Federal Bldg., 2 p.m. Sponsors: Commerce Field Office, World Trade Club, Chamber of Commerce.

ST. LOUIS—Nov. 20—Monthly World Trade Club Dinner Meeting. Bel Air East Motor Hotel, 6 p.m.

ST. LOUIS—Dec. 2—"Show You" Export Workshop, Conference Room, Federal Bldg., 2 p.m. Sponsors: Commerce Field Office, REEC.

WILLIAMSPORT, PA.—Nov. 17-18—Businessmen's Consultation, Greater Williamsport Chamber of Commerce. **Patrick P. McCabe, chief, international trade division, Commerce Philadelphia Field Office.**

UNITED STATES
GOVERNMENT PRINTING C
DIVISION OF PUBLIC DOCUI
WASHINGTON, D.C. 20

OFFICIAL BUSINESS

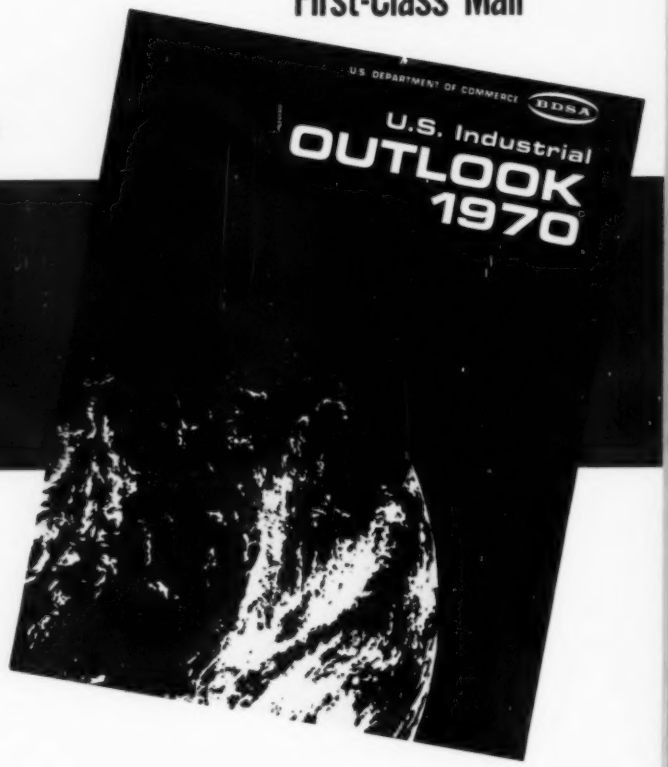
CR - MAY 46129
UNIVERSITY MICROFILMS
SERIALS SECTION
300 NORTH ZEEB RD
ANN ARBOR MICH 48106

POSTAGE AND FEES PAID
U.S. GOVERNMENT PRINTING OFFICE

First-Class Mail

Available January 2, 1970

For the first time you can have business forecasts for next year— for 5 years from now in . . .



In **U.S. Industrial Outlook, 1970** you'll get over 400 pages filled with narrative reports on 125 specific industries with hundreds of analytical charts and tables. The 11th annual edition of this official economic report from Commerce zeros-in on:

- TECHNOLOGICAL ADVANCES—new processes, products, R&D, governmental technical programs.
- DEMAND, SUPPLY—business, personal income, taxes, defense, other Government spending, population, family formation, birth rates, capacity, plant utilization, manpower, wages, inventory accumulation, new firms.
- INDUSTRY STRUCTURE—concentration, diversification, investment, plant location.
- FOREIGN TRADE—importance of export/imports, trading partners, competitors, U.S. subsidiaries abroad, overseas investment, trade barriers.

AND in the special 1975 forecast for all 125 industries, you'll read of anticipated developments in technology, demand, raw materials, and international commerce.

See how U.S. INDUSTRIAL OUTLOOK can help YOU—as it has aided thousands of other executives—review current business and personal investments.

Mail to: U.S. Industrial Outlook, 1970
Sales Promotion Staff, Rm. 2320
U.S. Department of Commerce
Washington, D.C. 20230

☐ Please send ——— copies of the U.S. Industrial Outlook, 1970.

☐ Enclosed is my check for $——— payable to the Superintendent of Documents. $4.75 a copy.

☐ Charge Deposit Account No. ———.

☐ I do not wish to order now. Please send more information.

Name _____

Street _____

City, State, ZIP _____

Be among the first readers of this valuable forecast.

Return this order now.